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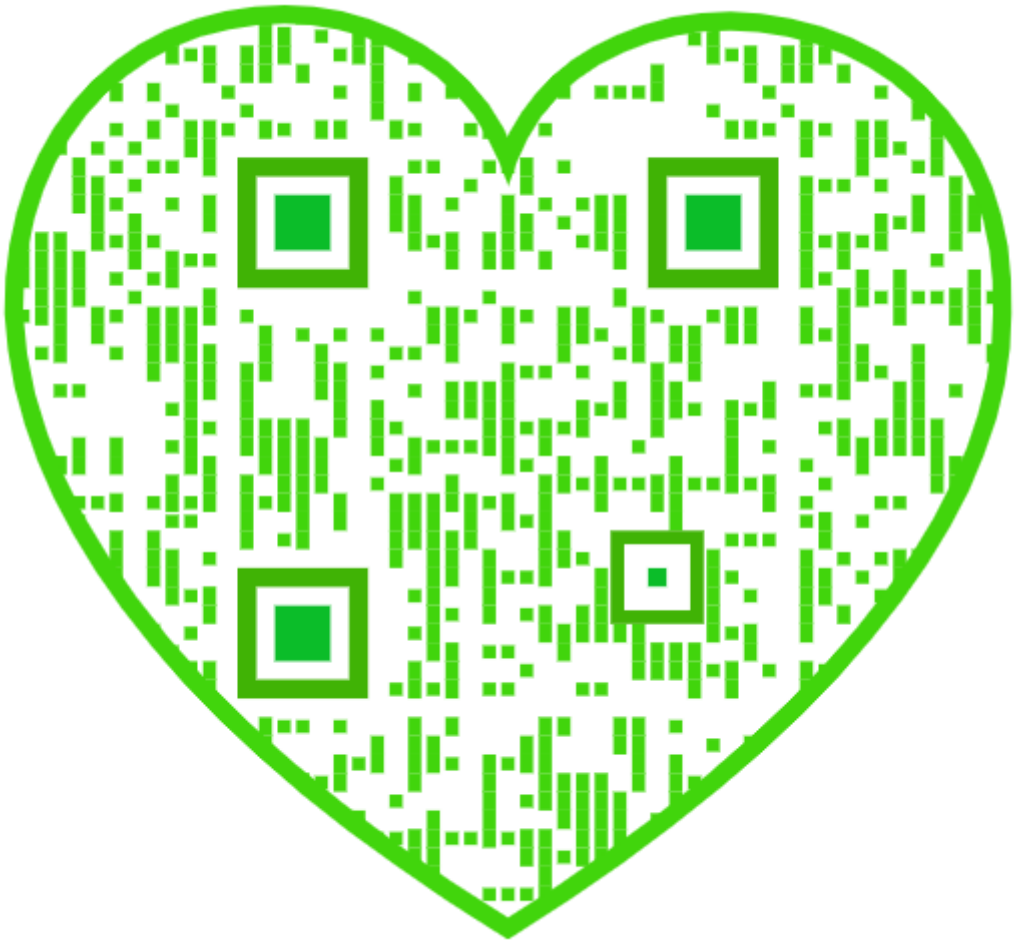

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CONTENTS OF REEL 154

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   July 2, 1902 – December 31, 1902
   MNS# PSt SNPaAg154.1

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Place of Publication: Philadelphia, Pa.

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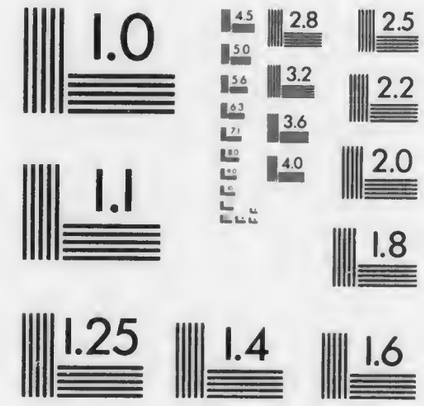

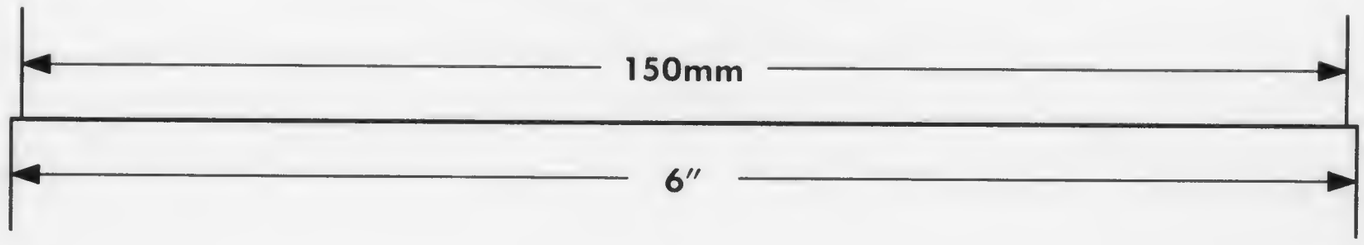

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Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXVII.—A SAINTLY BLESSING UPON SNUFF.

By AVELINO PAZOS, of A. Pazos & Co.

"Evviva," said the Pope.

"Evviva," said the Pope's nephew.

"Evviva," said the Pope's Nuncio.

And "evviva," echoed all the snuff lovers of the sixteenth, the seventeenth, and the eighteenth centuries.

The Pope of the present story was that Pius IV. who left so pleasant a memory behind him; who was so kindly, so genial and helpful, and whom history has accordingly almost forgotten.

One morning in December, 1561, the Pope, having returned from a brisk constitutional on the Pincio, was seated in the morning room of the Vatican in converse with his nephew, Cardinal Carlo Borromeo, and Filippo Neri, the friend of the latter. If you are a Roman Catholic you will not require to be told that these two who have just been named are among the greatest and the best beloved of all the saints.

It is to the credit of Pius IV. that during the lifetime of these two he was more in their society than in the society of any other of his friends. Three more congenial spirits never met in the Vatican.

Just what the subject of conversation had been up to a certain point on the morning of December 1561 of which I am speaking, the records do not say, for they begin with the arrival at the Vatican on that morning of Cardinal Prosper Santa Croce, the Papal Nuncio at Paris, who had just arrived from France. Santa Croce at Paris had been the intimate friend of his fellow diplomat Jean Nicot, and had brought with him to Rome a box of snuff as well as the usual compliments of the Court of France to His Holiness. The wind has blown the compliments all away. Not so the snuff. From many a pair of nostrils, rather, has it blown the wind away.

Pope Pius yawned while Santa Croce delivered the pompous message from the Pope's distant relative, the Queen of France, but he lent an attentive ear to all that Santa Croce had to tell him of the new and strange plant which, dried and powdered, reposed in the costly box in which it had been placed by the hands of Queen Catharine herself.

"And it will drive the rheum away?" he asked.

"It is sovereign for that malady and for many other ills," answered Santa Croce.

"And one inhales it by the nose?"

"How else?" asked Santa Croce.

The Pope inserted his thumb and forefinger in the box and drew forth

MR. AVELINO PAZOS.

a gingerly pinch. Before applying it to his nostrils he passed the box on to Cardinal Borromeo and the latter in turn handed it to Filippo Neri. The last mentioned returned the box to Santa Croce but did not himself inhale the snuff. The Pope and his nephew and Cardinal Santa Croce, however, drew the snuff eagerly into their nostrils expelling instantly afterward three very healthy and loud sneezes, whereupon followed the three "evvivas" mentioned at the beginning of this story. Filippo Neri smiled.

"Carlo," he said, turning to his friend, "I note that thy face, usually so pale from fasting and from prayer, has now a healthy glow. It pleases me much that this should be so for it is long since I have seen upon thy cheeks any of the roses of thy lost youth."

"Filippo mio," answered Cardinal Borromeo, "the flush will pass but the memory of this new and most agreeable sensation will linger long within my heart. I note that thou hast still between thy fingers a pinch of this same powder. Wilt not thou try it, as I did."

"Nay" answered Filippo. "I am content to note the gratification this herb has given thee. For myself I desire no new earthly pleasure, but rest assured I shall not fail to carry to the downcast or despairing among my flock full news of this strange powder and its happy effects. Mankind, so prone to heaviness, should give thy powder a most joyous welcome, Prosper. By thy leave, I shall call it by thy name."

"Erba di Santa Croce, a happy name," said the Pope.

"Aye," said Carlo Borromeo, "and a 'blessed herb' hast thou brought into Italy this day, Prosper. A relief to heaviness, it comes from Heaven. Behold how Providence performs its wonders! This herb, a mere pinch of brown dust, hath traveled hither from a savage land and now in the center of Christendom, yea, in the very house of the Vicar of Christ, in the month when we celebrate the joyous festival of our Savior's coming upon earth, behold it works its pleasant wonders even in the august head of our Holy Father."

Here the Pope sneezed again, and again exclaimed "Evviva."

His nephew, occupied all his life long, more with heavenly than with earthly things, never again took snuff, but the blessing which he pronounced upon it that morning in December 1561, and which was not needed, by the way, to make snuff-taking popular among Roman Catholic ecclesiastics, as well as among the fashionable people of both sexes throughout the three centuries of which I have just spoken, appears to exert its magic still, for truly of all methods of indulging in tobacco, the taking of snuff by the nose is one most certain to relieve what our forefathers used to call the "vapors" and which Saint Philip Neri and Saint Charles Borromeo rightly called the "heaviness."

The gorgeous snuff boxes of our swagger ancestors are to be found on the shelves of museums; the "mulls" of such of our ancestors as were not swagger have either been buried with their one time owners or have disappeared along with the noses that once knew them so well, and are now like those noses dust, but the marvelous brown powder which all those ancestors, swagger or lowly, loved so well is still a blessed thing and is rapidly coming again into vogue.

And thus once more it is demonstrated how "all roads lead to Rome."

—

Next Week—Chapter XXVIII:—"A Put-up Job at Piacenza," by John W. Merriam, of the Roy Croft Segar Shop.

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JULY 2, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

VI.

The following cheerful little story is very germane to our subject:

On June 21, the well known cigar manufacturing firm of H. Traiser & Co. of Boston, Mass. gave an outing to its one thousand employes at Centennial Grove, Essex, Mass., to commemorate the fiftieth anniversary of the establishment of its business.

H. Traiser & Co. are to-day manufacturing more cigars than ever, and they have been for over twenty-five years one of the leaders of that industry in New England. They get what they ask for their goods, they cater largely to the home trade and their future is full of confident to-morrows.

In June, 1852, the late Henry Traiser began business as the proprietor of a retail cigar store at 115 Court street, Boston. He himself manufactured the cigars which he sold over his counters. In this year of the fiftieth anniversary of the business which he founded, the firm occupies, as a factory, the three buildings, 116 Merrimac street, 34 Pitts street and 121 Court street. In the last mentioned the building is a modern retail cigar store. The present members of the firm of H. Traiser & Co., are Charles H. Traiser and Richard E. Traiser, the former a son, and the latter a nephew of the late Henry Traiser.

The weather in Boston on June 21, was delightful. Many invited guests from New York city and elsewhere, went to Essex especially to enjoy the jollity of the occasion, among them being Mr. Sigmund Rosenwald, Mr. Sam Seymour and Mr. Fritz Jacoby.

Not once during the whole day were any of the matters which form the subject of this series of articles mentioned. Those who went to the outing went for the sake of enjoying themselves, and there were no nightmares either before or after the picnic.

The following was the programme of the sports of the day:

EVENTS FOR WOMEN ONLY.

10 30 a m—Egg Race
Committee—Miss Morrisey and Miss Van Brunt. 1st prize, gold locket; 2d prize, French brass clock.

11 00 a m—Potato Race
Committee—Miss Greenman and Mrs Park. 1st prize, pair of gold collar pins; 2d prize, solid silver chatelaine bag.

11 30 a m—Team Race
Committee—Miss Knellar, Miss Kelley and Miss Donovan. Prize, colors of honor.

12 00 m—Running Race
Committee—Miss McLaughlin and Miss Doherty. 1st prize, silver belt buckle; 2d prize, leather chatelaine bag.

2 30 p m—Donkey Game
Committee—Miss Yerovec, Miss Howard and Miss Bell. 1st prize, silver watch, Waltham; 2d prize, silk umbrella.

Judges for above events—Miss Sullivan and Miss Rogers.
Referee for above events—Miss Reidy.
Starters for above events—Miss Isaacs and Miss Doherty.

Committee on General Wellfare—Miss Reidy, Miss Rogers, Miss Sullivan, Miss Morrisey, Mrs. Scully, Miss Bonner, Miss Nestor, J. McDonald, C. H. McArthur, E. Albert, A. Cohen, A. Barnett, M. Fonseca, D. Crockett.

Executive Committee—J. R. Cohen, chairman; G. Miller, clerk; A. Emery, A. Kaveney, S. Jacobs, J. Greenman, Miss Pearlman.

EVENTS FOR MEN ONLY.

10.30 a m—Base Ball
Committee—E. Cashman, A. Emery, A. Kaveney. Prize, gold scarf pin for each member of winning team.

12 30 p m—50 Yd. Backward Race
Starter, A. Cohen; Judges, J. DeGroot and R. Roseman; Referee, G. Miller. 1st prize, diamond collar button; 2d prize, pewter mug.

2.00 p m—100 Yards Race.
Starter, J. Rafferty; Judges, Sol Haag and B. Glasser; Referee, J. Harvey. 1st prize, set of pearl studs; 2d prize, pewter mug; 3d prize, French clock.

2 30 p m—2 Mile Bicycle Race
Starter, P. Dickey; Judges, D. Crockett and H. Sherman; Referee, M. Fonseca. 1st prize, gold locket; 2d prize, silk umbrella.

3.00 p m—Fat Men's Race
For men of 200 lbs. or over only
Starter, S. Jacobs; Judges, T. Buckley and H. Colgan; Referee, S. Fonseca. Prize, pair French opera glasses.

3.30 p m—100-Yds Swim'g Race
Starter, A. Emery; Judges, J. Bertram and R. Steever; Referee, L. R. Cohen. 1st prize, silver match box; 2d prize, leather covered flask; 3d prize, silver pencil.

4.00 p m Sack Race, 100-Yds
Starter, A. Richmond; Judges, M. Diers and J. Greenman; Referee, E. Cashman. 1st prize, silver brush; 2d prize, pewter mug.

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4 30 p m—Three Legged Race Starter C. Dill; Judges, S Cohen and J. Alexander; Referee, A. Kaveney. 1st prize, two pairs gold link buttons; 2d prize, two silver pencils.

The Menu of the Dinner was:

Beef Croquettes and Peas
Minced Ham Smoked Tongue
Chicken and Potato Salad Pickles
Ice Cream
Neapolitan Harlequin Vanilla
Chocolate Strawberry
Sherbets
Plain and Fancy Cakes
Coffee Rolls Lemonade

***

VII.

Discussing reciprocity with Cuba on June 23, with a newspaper reporter, Charles Fox, secretary of the National Cigar Leaf Tobacco Association said:

"The reduction of the duty on Cuban cigars twenty per cent, as proposed, would under present conditions be the hardest blow that could be struck against the independent cigar manufacturers of the United States.

"It has been said that the only objection to Cuban reciprocity came from the sugar men, and that the tobacco men had no objection to raise. The cigar and tobacco men, particularly the independent cigar manufacturers, are just beginning to understand the scheme, however, and they will be heard from. The combination that is seeking to control the cigar business of the world has not been very successful in its attempts to control the better class of trade in this country.

"The combination has bought out factories which were making large profits, and then not been able to hold the business that the particular brands of those factories had formerly had. This combination has been looking for something to strengthen its American business, and the possibility of securing a lower duty on Cuban cigars suggested an idea that has been taken advantage of.

"It will be possible for it to capture the better class of trade by selling an imported cigar for as low as three for a quarter. Then, according to the plans, which the combination will not hesitate to put in force, it will refuse to sell imported cigars to any dealer who does not handle its domestic cigars exclusively. There are smart men behind the scheme. It is the best ever yet suggested to bring about a monopoly of the cigar business of the United States, but there will be a very strong fight made to prevent its being worked."

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Havana Stocks in New York.

NEW YORK, June 27, 1902.

DEAR MEDICINE MAN:

Can you give us an estimate of the amount of Havana tobacco carried in stock by New York dealers?

P. R. & CO.

The Answer.

A safe estimate is about 60,000 bales.

Of filler leaf there was in bonded warehouses on May 1, 1902, a total of 16,092,980 pounds, equivalent to 160,000 bales of 100 pounds each. This tobacco was in bonded warehouses at different ports all over the United States. The total annual consumption of filler tobacco in the United States, is about 160,000 bales, and a fair estimate of the amount carried in stock by New York handlers is about 60,000 bales.

***

Ceremonial Use of the Cigar by the Ancient Mayas.

In answer to an inquiry from one who signs himself "A Student of the Cigar," I would say that the author of a most interesting book on prehistoric Yucatan is Dr. Augustus le Plongeon. The Mayas were the aboriginal inhabitants of this fertile region.

Dr. le Plongeon has translated from the Popol Vuh, or sacred book of the Quiches, who were a branch of the Maya nation, a most interesting account of the rites of initiation in the sacred mysteries of that people, and the account is valuable, from the point of view of members of the cigar trade, because a cigar—a cigar in Yucatan thousands of years ago—figures conspicuously in it. Dr. le Plongeon's translation reads as follows:

The applicants for initiation to the mysteries were made to cross two rivers, one of mud, the other of blood, before they reached the

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. **NEW YORK.**

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
"Farragut"
Office, 209 Pearl St. NEW YORK CITY. *Factory, Tampa, Fla.*

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. **308 Race St.** PHILADELPHIA
Long Distance Telephone, 4048 A.

four roads that led to the place where the priests awaited them. The crossing of these rivers was full of dangers that were to be avoided. Then they had to journey along the four roads, the white, the red, the green and the black, to where a council of twelve veiled priests, and a wooden statue, dressed and wearing raiment as the priests, awaited them. When in the presence of the council they were told to salute the king, and the wooden statue was pointed out to them This was in order to try their discernment. Then they had to salute each individual, giving his name or title without being told, after which they were asked to sit down on a certain seat. If, forgetting the respect due to the august assembly, they sat as invited, they soon had reason to regret their want of good breeding, for the seat, made of stone, was burning hot.

Having modestly declined the invitation, they were conducted to the "darkhouse," where they had to pass the night and submit to the second trial. Guards were placed all around to prevent the candidates holding intercourse with the outer world. Then a lighted torch of pine wood and a cigar were given to each. These were not to be extinguished; still they had to be returned whole at sunrise when the officer of the house came to demand them. Woe to him who allowed his torch and cigar to get consumed, for terrible chastisement and death then awaited him.

Having passed through this second trial successfully, the third was to be suffered in the "house of spears," where still more severe trials awaited them. Among other things they had to defend themselves during the whole of the night against the attacks of the best spearsmen selected for the purpose, one for each candidate. Coming out victorious at dawn, they were judged worthy of the fourth trial.

This consisted of being shut for a whole night in the "ice house," where the cold was intense. They had to prevent themselves from being overcome by the cold and freezing to death.

The fifth ordeal was no less terrible, and consisted in passing a night in company with wild tigers in the "tiger house," exposed to be torn to pieces or devoured alive by the ferocious animals.

Emerging safe from the den, they had to submit to their sixth trial in the "fiery house." This was a burning furnace where they had to remain from sunset to sunrise.

Coming out unscorched, they were ready for the seventh, said to be the most severe of all, in the "house of bats." The sacred book tells us that it was the house of Camazotz, the god of the bats, full of death-dealing weapons, where the god himself coming from on high appeared to the candidates and beheaded them if off their guard.

THE MEDICINE MAN.

Evidence Wanted Against the A. T. Co.

An executive session of the New York Leaf Tobacco Board of Trade, was held in the Board's rooms at 93 Wall street, at two o'clock on the afternoon of June 24.

The meeting was held in compliance with the following letter from Charles Fox, Secretary of the National Cigar Leaf Tobacco Association:

NEW YORK, June 19, 1902.

MR. JESSE MAYER, Secretary
The Leaf Tobacco Board of Trade of the City of New York, New York City.

DEAR SIR:—In accordance with the resolutions adopted at the annual convention of the National Cigar Leaf Tobacco Association, in reference to a corporation known as the American Cigar Company, we have forwarded a copy of the said resolutions to the Attorney-General of the United States, whose acknowledgement we have, and who promises that the Department of Justice will give the matter its attention.

At his request we called upon the U. S District Attorney of this city, placing before him such information and evidence as we had, but which however, is not sufficient to enable him to begin any action, and as he has no funds upon which he can draw for the purpose of receiving the necessary evidence, it rests with the trade to furnish same.

In view of this condition we call upon you to place the matter before your board, and request its members to use their personal endeavor to secure any information or evidence bearing upon the subject, and forward same to us as promptly as possible.

As this matter is of vital importance to the whole trade, we hope you will give it your prompt attention. Very truly yours,

CHARLES FOX, Sec'y.
By order of the President.

A like letter has been sent by Mr. Fox to the Secretary of every local Leaf Tobacco Board of Trade in the United States.

At the meeting of the New York Board on March 24, the trustees discussed the matter and decided that it should be presented at another session of the Board of Trustees to be held on July 1.

Unanimous Opinion
of
The Trade Admits
that
F. & E. CRANZ
Have Bought
THE FINEST
Sumatra Tobaccos
THIS YEAR

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Bronzes on Duke's Farm.

Works of Art Ordered in Paris are Being Put in Place at Somerville, N. J.

The Original Durham Bull.

While in Europe during the summer and fall of last year, Mr. James B. Duke commissioned the famous Val d'Osne bronze foundry of Paris to execute for him a number of bronzes for his place at Somerville, N. J.

Mr. Duke's estate at Somerville embraces about fourteen hundred acres. It is unpretentiously called "Duke's Farm." It is to all intents and purposes a public park maintained at Mr. Duke's expense, for the grounds are open, the year round, to all persons willing to conform to the rules.

Last May the bronzes arrived from Paris. Including the fountain and vases, large and small, there are 32 pieces. The most important of these is the fountain. As may be seen from the picture printed with this article, two laughing nymphs are pouring water from ewers into a basin, from which it gushes in numerous sprays into a larger basin of stone.

The fountain is but a short walk from Mr. Duke's house, a glimpse of which, embowered in trees, several of which are over one hundred years old, may be had from the picture printed herewith. The house, which is new, stands on the site of the old Veghte homestead. The Veghte farm was purchased by Mr. Duke in 1893, and is the nucleus of the estate

Mr. Duke's home is an exceedingly comfortable one, with a wide verandah running around it, and with a conservatory in the rear.

Within a short distance from the dwelling is the large building which is utilized as a stable and for the offices of the estate. The stable is divided from the offices by a large enclosed court, upon the walls of which, above the doors, are painted hunting scenes typical of America, Europe, Asia and Africa. These pictures are very beautiful works of art.

The Durham Bull as Idealized by a French Sculptor.

The Fountain of the Nymphs

Immediately in front of the stable is the large bronze bull, which, every lover of smoking tobacco who sees it at once recognizes as having been suggested by Mr. Duke to the artist who made it from one of the labels of what is undoubtedly the most famous brand of smoking tobacco in the United States. In order to give the reader the best possible notion of the beauty of this creation in bronze, and of the manner in which the artist has idealized the original of his subject, a facsimile of the bull on the label is printed at the beginning of this article.

Mr. Duke's gardener has appropriately placed before the bronze Durham bull a representation in ornamental plants of a horse shoe, a battle axe, and a spear head, each of which, of course, recalls well-known brands of chewing tobacco now manufactured by the Continental Tobacco Company

Mr. Duke's Home in the Country.

Mr. Duke's Stable and the Offices of the Estate.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba — Placetas, Cuba

R & B

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 — Amsterdam, Holland.
Office, 183 Water St
NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

The Dog-Trainer.

The group showing the dog trainer and his hounds is to the right of the stable, on a side road leading to the large conservatories. The dog trainer, the doe suckling her fawn, and a large stag are all in line, and the arrangement is very happy, as suggesting the chase.

Three large bronzes, "Break of Day," "Agriculture" and "Painting," are near the great conservatories.

There is also on the estate a three-quarter mile race track, which Mr. Duke uses simply for his own diversion.

Mr. Duke's home, as well as the stable and several of the buildings on the estate, are constructed of a species of black stone quarried from a mountain located a short distance from Somerville. The effect against the various backgrounds of green trees is very pleasing.

The landscape gardener employed by Mr. Duke keeps the roads which traverse the farm in far better condition than the Street Cleaning Commissioner of New York or Philadelphia keeps the highways entrusted to his care. The roads on Duke's Farm are hard, and firm and clean. After dark they are lighted by electricity. A short stretch of the main road, leading from the fountain of the nymphs and past Mr. Duke's home is shown in one of the pictures of the present series.

During daylight hours Duke's Farm is a scene of unceasing activity. The owner employs about two hundred men on the estate the year round, and every one of these men

A Stretch of the Electrically Lighted Public Road.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

works, and apparently takes pleasure in his toil. The immense number of important matters which constantly claim Mr. Duke's attention keep him in New York almost six days out of every week, so that he himself is seldom seen at Somerville. Nevertheless there is no "sojering" at Duke's Farm because of the owner's frequent absences. He appears to be able to instill a love of work for its own sake into every one with whom he associates himself, whether that individual spends his time amid the sylvan quiet of Somerville or devotes his energies to the details of his business in the office or factory of one of Mr. Duke's companies.

The secret of it all appears to be that Mr. Duke is himself the hardest worker in this whole army of laborers, and that his example is inspiriting.

At the Aldine dinner in New York, on the third of last January, complimentary to representatives of the following named of Mr. Duke's companies: The American Tobacco Company, The Continental Tobacco Company, The American Snuff Company, The American Cigar Company, The Monopol Tobacco Works, The Blackwell's Durham Tobacco Company, and S. Anargyros, Hon. W. W. Fuller, the chairman, in toasting Mr. Duke, at the time absent on duty in Europe, said that there was not a man present, no matter what his position, whose place Mr. Duke was not qualified to fill, or who, no matter how competent or industrious, and Mr. Fuller laid particular stress upon the word "industrious," but could learn from Mr. Duke.

Those who are privileged to see Mr. Duke oftenest, say that he is literally an untiring worker. There is not a detail of the vast interests intrusted to his care, or over which he has presided during the past twelve years, with which he is not familiar.

He is still a young man, just a little beyond 44; he has the unbounded confidence of the moneyed people who hold shares of stock in his companies, and better still, he has the unswerving loyalty of all the men who are associated with him in the conduct of his business. It is of these men that he uttered the only boast that has ever been known to come from his lips:—"I have the finest lot of men in the world with me in my business," he said, "and I am confident that with their co-operation I could successfully conduct even so vast an institution as the Government at Washington."

James Buchanan Duke is the youngest of the three sons of Mr Washington Duke, of Durham, N. C. He has been concerned with tobacco from childhood. He is the most successful tobacco man the world has ever known. He has grown as his opportunities have grown, and no exigency that has ever arisen in his career but has found him its master. He is democratic and unassuming, yet not one of America's successful men has greater polish of manner.

He has done, and is doing, the work that has been given him to do. He has done it with distinguished ability, with his whole heart, and, like the true son of the "Old North State" that he is, he has done it with a serene mind and a smiling face.

Licorice Men Combine.

The MacAndrews & Forbes Co. has been incorporated under the New Jersey statute, with a capital of $7,000,000, for the purpose of purchasing and extending the business of MacAndrews & Forbes, and acquiring other desirable licorice properties. The businesses of the Stamford Mfg. Co., and of the Mellor-Rittenhouse Co, of Camden, N. J., have already been acquired.

The officers of the MacAndrews & Forbes Co. are: Karl Jungbluth, President, Alfred Mellor, Vice-President, and Robert Coleman, Secretary.

Independent Flags for Independent Jobbers.

The first consignment of the new cheroot, to take the place of the old "War Eagle," which is being manufactured for the independent jobbers in manufactured tobacco of Greater New York, by the Collins Cigar Co., of Pittsburg, Pa., reached New York on June 25. The cheroot is called "Independent Flag," and the package is a very handsome one.

E. A. Schroeder in Florida.

Edwin A. Schroeder, of Schroeder & Arguimbau, left on June 28 for another visit to his corporation's, plantations in Gadsden Co., Fla.

H. G. Blasser Resigns.

Information reaches The Tobacco World from Reading, Pa., that H. G. Blasser, who has represented A. Cohn & Co., in that territory for some time past, has resigned.

—TO THE—
Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb
Second size 3.25 per lb.

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

L. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
140 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186 188 and 257 Pearl street

Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Thos. E. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.

102 CHAMBERS STREET. NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co; Corning N. Y.: W C. Sleight.

A Rushing Trade in Cigars.

Reid, Yeomans & Cubitt, retail druggists of 140 Nassau street, New York, are doing an old fashioned land office business in cigars—big and little. They handle all the greatly advertised brands, including Lillian Russell, Jackson Square, Cremo, Geo. W. Childs, Sweet Violets, Capadura, Florodora, and the rest.

Their store on Nassau street is near the famous leather district, and within a stone's throw of all the big newspaper offices, and opposite it, as well as just below, on the block between Ann and Beekman streets, are dozens of sky scrapers, tenanted during office hours by thousands of men who smoke cigars.

It is said that in their cigar department Reid, Yeomans & Cubitt do business on a ten per cent. basis. They sell Lillian Russells at 10 for a quarter, and all the other nickel leaders of the American Cigar Co., the United Cigar Manufacturers, and Austin, Nichols & Co. at 8 for a quarter. Florodoras they sell at 6¼ cents for each package of three.

Every other brand of cigars and little cigars is sold at a correspondingly low rate. It takes a half dozen young women to handle the trade at the retail counter, and the girls are kept breathlessly busy from 9 in the morning until 6 at night.

S. H. Friedlander and Adolfo Moeller.

S. H. Friedlander, who, on July 1, resigned his position with F. Garcia, Bro. & Co., has formed a copartnership in New York with Don Adolfo Moeller. This makes an extraordinarily strong team. Mr. Friedlander is very popular with the Havana trade in this country, and the new firm is sure of a prosperous future.

Silver for W. S. Mason and Bride.

The associates in the Continental Tobacco Company of W. S. Mason, who was married on June 26 in New York city to Miss Edyth Hall, have presented a complete service of sterling silver table ware to Mr. Mason and his bride.

The Esberg-Gunst Co.

The Esberg Gunst Company, of New York city, to manufacture cigars, has been incorporated with a capital of $100,000. The directors are Henry Esberg, E. W. Weil and F. E. Perham.

Miller, DuBrul & Peters Co. Not Hampered.

The fire at the factory of the Miller, Du Brul & Peters manufacturing Co. in Cincinnati, on the night of June 29, was in the department in which the lumber is prepared for cigar molds.

The fire will not hamper the company, and orders for cigar molds will be filled as usual.

Waldorf-Astoria Segar Co's Motor Wagons.

The first of the three motor wagons built for the Waldorf-Astoria Segar Co. by the Daimler Co. made its appearance in Water street, New York, last Monday. The other two will be in commission very shortly. The Waldorf-Astoria Segar Co's motor wagons are built on a racing model. They are painted a rich crimson, and the lettering is in heavy gold leaf.

Sumatra by the Potsdam.

The following consignments of Sumatra reached New York on June 29, by the steamer Potsdam from Rotterdam:

	Bales
American Cigar Co.	198
L. Schmid & Co.	80
F. & E. Cranz	35
H. Duys, Jr., & Co.	35
Merchants Despatch Co.	29
Jos. Hirsch & Son	27
Hinsdale Smith & Co.	24
G. J. Schuster & Co.	24
Pretzfeld & Co.	15
A. Cohn & Co.	12
Herz Bros.	11
J. Emsheimer	9
Pennsylvania R. R. Co.	6
Total	475

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

EXPERIENCED Suction Machine Foreman wants position; country no objection. Address FOREMAN, Box 117, care of The Tobacco World, Phila. 7-2-1

MODERN Philadelphia Cigar Factory will make up from 20 to 30 M. cigars weekly for manufacturers or jobbers at cost and $1.00 per thousand for factory expenses. Modern equipments and capable management. Samples will be submitted. For particulars address MODERN MANUFACTURER, Box 123, Care of The Tobacco World. 5-21-tf.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

We Certainly Never Had
A Finer Assortment
OF
CONNECTICUT
to offer than is shown in
Our 1901 Packings

These Goods are Exceptional Yielders
and at
VERY REASONABLE PRICES

LEWIS BREMER'S SONS,

Importers of
HAVANA and SUMATRA,
Packers and Dealers in
Domestic Leaf Tobacco

Nos. 322 and 324 North Third Street,
Philadelphia

Established 1825

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

OBITUARY.

Mr. Leopold Bamberger a widely known former leaf tobacco dealer of Philadelphia, died at Long Branch, N. J., on Sunday last, at the age of 71 years. Mr. Bamberger retired from business on December 31, 1895. He is survived by a widow and seven children.

He was for many years a director of the Manufacturers National Bank, was a charter member of Keystone Lodge, F. and A. M., and was associated with many charitable organizations.

An eloquent eulogy on Mr. Bamberger's career was delivered yesterday by Mr. John R. Young, at a meeting of the Philadelphia Leaf Tobacco Board of Trade, of which Mr. Young is President. He spoke as follows:

On Sunday, June 29, at Long Branch, there passed from life into eternity one whom we all loved and whose memory we all will revere, and we have met here to-day to not only take usual action as an organization, but to give sincere expression to the love and respect which we have always had for our former President and brother merchant, Mr. Leopold Bamberger.

Mr. Bamberger was born in Heidelberg, Germany, Dec. 24, 1830, and remained there until 1851, when he came to this country. In 1853 he began the business of importing cigars and manufacturing snuff, at Third and Race streets, within a stone's throw of where we now are, where the firm of L. Bamberger & Co. was originally organized, with Mr. Simon Auerbach, his brother-in-law, as partner. In 1860 they removed to No. 3 North Water street, and here the foundation of the present extensive business was laid. In 1866, Mr. Auerbach having retired to engage in business in New York, a new partnership was formed, consisting of Leopold Bamberger, Max Bamberger, and John Hay. This partnership continued until Dec 31, 1874, when it was dissolved by Mr. Hay's withdrawal. In 1875 removal was made to the present location, No. 111 Arch street, and the business has been continued there ever since This, briefly, is a partial history of the firm of which our deceased friend was the head for so many years.

MR. LEOPOLD BAMBERGER.
From photo by Gutekunst.

Now what of the man? From the beginning of his business career his main object was to win commercial success, and this he achieved by energy, fidelity and honesty. Success was his motto; but it must be attained through industry and integrity alone. From this purpose he never swerved, and during his long business life his reputation was spotless, and as we all know he was the personification of an honorable merchant of known and unquestioned integrity, and it is indeed a priceless legacy which he has left to his family, and to the business community an example which should be imitated by all.

For the past few years our friend was afflicted with total blindness, and none of us can fully appreciate what a terrible affliction it must have been, yet to meet and converse with him, as I have often done, was always a pleasure and a profit. A pleasure, to see that in spite of his affliction, of which he seldom spoke, and never complained, he was the same cheerful, genial companion as of old; a profit, because no one interested in business affairs could talk with him without being benefited by his wise counsel.

When the last summons came he died as I know he would have preferred to die—suddenly and painlessly. The Angel of Death touched him, and he sank to eternal sleep.

But there is a lesson in this man's life for us all. He was one of God's noblest works, an honest man, and we should pause to-day and think of him whose memory we are here to honor, and, looking down the inevitable pathway he has been called upon to tread, so order our living that each may not fear to follow in his turn.

"'Tis true, the grave in its silence gives forth no voice nor whisper of the morn, but there is a voice borne upon the lips of the morning zephyrs that lets fall a whisper,

J. T. DOHAN Established 1855 W. H. DOHAN.

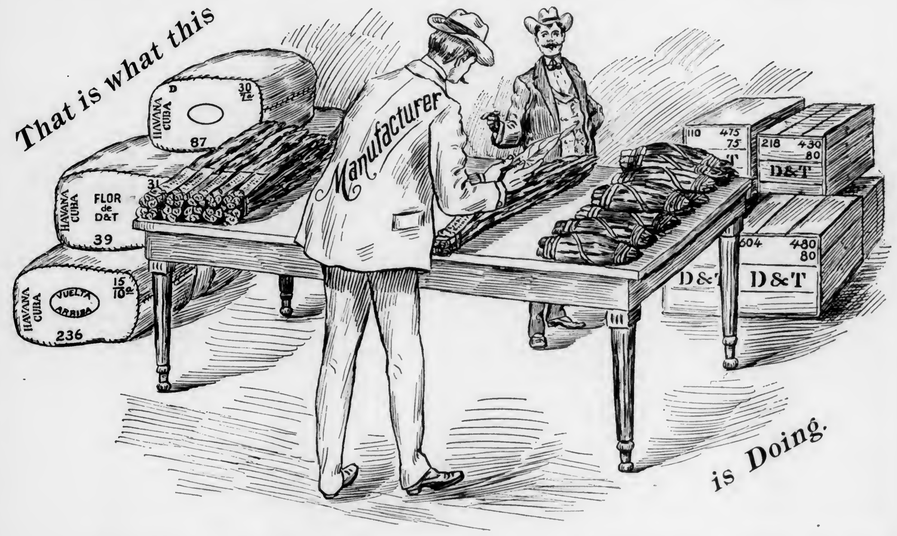
DOHAN & TAITT

Direct Importers and Packers

How Often

You hear of the Resolution,

"TURNING OVER A NEW LEAF"



If your Cigars have proven the least unsatisfactory to you or your customers, call upon us. **"Turn Over the Leaf"** *and secure the* **"EUREKA"** *you have been looking for. If you cannot call, write for samples, which will be promptly forwarded, with the Lowest Quotations.*

DOHAN & TAITT,

No. 107 Arch Street,

Philadelphia, Pa.

Warehouses:
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

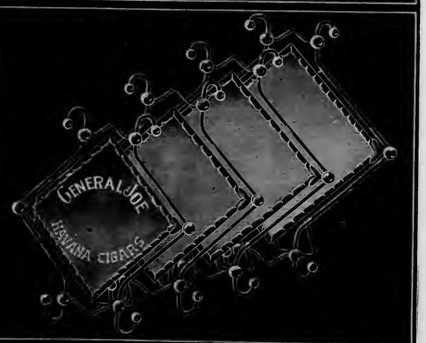
Here's A Trade Tonic
A 3-cent Cigar of Superior Quality,
It is RIGHT in Every Way.
Exclusive territory given.
Write for samples.
N. W. FREY CIGAR CO.
Manufacturers,
LITITZ, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

A. K. MANN,
Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

BROTHERHOOD CUT PLUG
Highest Grade
Strictly Union Made. Dealers can be supplied promptly by
The Hoch Tobacco Co.
Office, 248 N. 8th St., Philadelphia.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56	STYLE 57	STYLE 58	STYLE 59
MIRROR	6 inch.	7 inch.	8 inch.	9 inch.
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

Quality Commends
THE Star of Trade CIGARS
Manufactured by
A. W. ZUG,
We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging. East Petersburg, Pa.

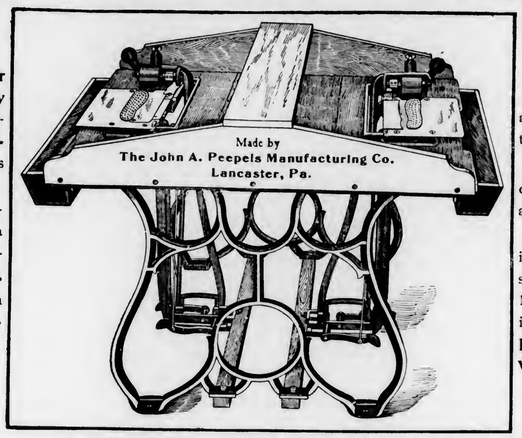
BUTTS
Union Butts
Are Made Exclusively by
The M. H. Taylor Tobacco Co.
READING, PA.
Correspondence invited with Wholesale and Jobbing Trade.
Free Samples to Responsible Houses.

THE DAISY
Wrapper Cutter and Vacuum Table

This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.



It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

FOR ALL FURTHER PARTICULARS, ADDRESS
The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

quickening the heart with a knowledge that there is an abode beyond the tomb.

Our lamps are burning now, some more brightly than others; some shed their light from the mountain-top, other from the lowly vales, but let us so trim them that they may all burn with equal brilliancy when relighted in the mansions beyond the mysterious river."

The Board also adopted a series of resolutions in reference to the death of Mr. Bamberger, which appear on another page.

A committee consisting of F. Eckerson, J. S Batroff and Harry Hirschberg, was appointed to select a floral design, to be presented on behalf of the Board.

An effort is also being made to have a full representation of the trade at the funeral, which takes place this afternoon from his late residence, 1438 North Broad street. The interment will be at Mt. Sinai Cemetery.

LANCASTER'S REPORT.

Upon my return to the "Garden Spot of the Keystone State" I find the leaf trade in a fairly healthful condition. The volume of business done during the first six months of 1902 is fairly satisfactory to a majority of our local leaf men.

The new plants that were set out were progressing rapidly during last week, but the several cool days of this week have retarded their progress somewhat. They will undoubtedly be benefited later on by the copious rains which we have had recently, and the first few real warm days that we may have will do them a great amount of good.

The barn and tobacco shed of S. H. Bingeman, a cigar manufacturer at Hopeland, this county, was set on fire last week by lightning and consumed. Among the contents were about 250 cases of tobacco, which was also destroyed.

H. L. Hershey, of Harrisburg, has been reappointed Collector of Internal Revenue of the Ninth District. Mr. Hershey has made many friends in the trade since his incumbency, and they are glad of his reappointment. He has certainly proven himself a capable official, and his department has often received favorable mention at Washington, because of the prompt and accurate manner in which the business of the district was transacted.

A. B. Groff, a leaf tobacco dealer at New Holland, proposes to erect a large tobacco warehouse upon a lot of ground which he recently purchased in that town.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Gleanings Among the Local Trade.

BOCH & CO. OPEN A CIGAR FACTORY

Boch & Co., the popular cigarists at Broad and Chestnut streets, will open a cigar factory at 2330 Market street on Monday next, where they expect to manufacture a large line of goods especially for their trade.

G. F. PATTERSON'S OUTING.

G. F. Patterson, of Coane & Patterson, is taking his family to Atlantic City this week for the summer. Mr Patterson intends dividing his time between Philadelphia and Atlantic City.

DALTON'S NEW ATLANTIC CITY STAND.

M. J. Dalton opened a new stand in the Hotel Dunlap, Atlantic City, on Monday. M. J. McDonnell has charge of the place temporarily, and business is said to have started in very nicely. Mr. Dalton and his family left on Tuesday for Atlantic City for the summer, where they will stay at the Hotel Dennis. Mr. Dalton, however, will spend several days of each week at his Philadelphia stores.

E. G. DUNLAP RETURNS.

E. G. Dunlap, representing Arguelles, Lopez & Bro., returned to this city on Friday last, after an extended visit through the Southern States. He reports that he met with very satisfactory success during his trip, and he expects to remain in Philadelphia now for some little time.

C. E. MILLER & CO. PROGRESSING.

C. E. Miller & Co. are doing nicely with their Condesito, their latest high grade cigar, which is being made up in fifteen sizes. An active campaign has been mapped out on this piece of goods, and all arrangements are being carried out very successfully thus far.

JAMES YOCUM VISITS PHILADELPHIA.

James Yocum, of Yocum Bros., Reading, Pa., visited Philadelphia this week in the interest of their Spana Cuba and other brands.

Their Spana Cuba is being distributed in this city by Coane & Patterson, who are having a very good trade on that particular brand of cigars.

A MODERN JUDAS.

We are having in this city a beautiful example of the modern "Judas," who purports to be a newspaper correspondent, but by carefully looking over his columns for weeks past it is found that they were bodily lifted—stolen—from a contemporary, word for word. His reputed employer persistently boasts of exclusive news, but it is clearly shown, however, that if news of Philadelphia is wanted, the columns of The Tobacco World must be read and copied weekly, or they would have no news.

E. A. CALVES NOW IN GENOA.

E. A. Calves, of E. A. Calves &

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Suction Machines a Success

There is no longer a question of doubt about the success of Suction Machines for Cigar Making. Their success is a proven fact, but the question of getting ***THE BEST*** is now the all-important matter. It has also been proven that

The Suction Tables offered by the Liberman Manufacturing Co. are the *MOST SUCCESSFUL.*

They have met the competition of other machines, and have been ***Adopted by Leading Cigar Manufacturers of the Country, in preference to other machines.*** Send for pamphlet.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

TELEPHONE — W.U.S.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

KAUFFMAN BROS.

LANCASTER, PA.

Manufacturers of the Celebrated **PRINCETON CADET**

A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.

The Well-known Crooked Traveler, 2 for 5 Cts.

Sold through the Jobbing Trade. Factory, 119 S. Christian St.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

☞ Samples to Responsible Houses. ☜

Co., of this city, has just written to Frank Dominguez, of that firm, from Genoa, Italy. He is enjoying his trip immensely, and expresses much admiration for the ancient architecture in Rome. The more modern architecture there, he says, is nothing to compare with the American ideas. Mr. Calves expects to be gone several more weeks before returning to the States.

W. K. ROEDEL VISITED FRISCO.

W. K. Roedel, of W. K. Roedel & Co., returned on Thursday last from an extended Western trip, which, although intended as a pleasure trip, resulted also in some excellent business for his house. Mr. Roedel was a delegate and attended a meeting of the Imperial Council of the Nobles of the Mystic Shrine at San Francisco. His trip covered 9,000 miles, and included Omaha, Salt Lake City, San Francisco, Los Angeles, Portland, Denver, Chicago, and other points farther East. The trip Westward from Philadelphia to San Francisco was made in ninety-one hours.

GEORGE W NEWMAN BACK.

George W. Newman, of Young & Newman, returned on Thursday after a six weeks trip in the west.

A Tribute of Respect.

PHILADELPHIA LEAF TOBACCO BOARD OF TRADE.:

Philadelphia, July 1, 1902

Whereas, It has pleased Al mighty God in his infinite wisdom to call unto himself our former President and friend, Mr. Leopold Bamberger; and

Whereas, The long and honorable life of our friend, and our many years of association with him as a merchant, demand that our Organization testify to the world our appreciation of the privilege which has been accorded us of having been permitted to know and associate with him; and

Whereas, We recognize that his long and successful career as a merchant has been the result of a life of strict integrity and honesty, therefore be it

Resolved, That The Philadelphia Leaf Tobacco Board of Trade bow in humble submission to the will of Almighty God in removing from us our friend and fellow merchant.

Resolved, That we will always revere his memory, and accept his life as a great object lesson of the result of a merchant's strict adherence to honor and integrity.

Resolved, That we extend to the family of our deceased friend our heartfelt sympathy in this their great loss.

Resolved, That an engrossed copy of these resolutions be presented to the family, that they be spread upon the minutes, and published in the daily and trade papers.

J. S. BATROFF, Secretary. JOHN R. YOUNG, President.

Committee on Resolutions.

G. W Bremer, Jr. Geo. Burghard. J. Vetterlein. Karl Straus. John W. Wartman.

Late News from Cuba.

New Partido factory vegas, as well as the upper wrapper bales of escojidas have been sold recently to the tune of 1,000 bales, and prices obtained for them were satisfactory to sellers, as notwithstanding the high cost of the packings, buyers, through the urgent necessity of supplying their wants, readily granted full figures when the vegas were silky in leaf, good in color and cleanly packed. Of old Vuelta Abajo and Remedios fillers, nearly 1,000 bales changed hands, the former at high figures, while the latter were let go at prices ruling heretofore. The market closed firm, and it would only need a slight impulse to create a decidedly rising tendency.

New Crop.

Vuelta Abajo.—As the crop is a "tardido" one, (or late in growth) in general, packers may have to hold their goods until next fall before manufacturers or dealers will take hold of them, excepting the small part of (early ripe) "temprano," which undoubtedly our cigar factories will secure as soon as packed. The yellow leaf scare continues in the country, still if these leaves have body enough they will undoubtedly emerge from the sweating process in a different condition and show up good colors. The only yellow leaf which does not change is the one without substance, and for this there is absolutely no demand whatever, as even cigarette manufacturers fight shy of it. Summing up present conditions, it is possible that there may be a fair quantity of heavy fillers for mixing purposes and suitable for the North later on, while wrappers and light factory fillers for "Puros" will be decidedly missing.

Partido.—The former good demand continues as stated above, and while the crop is fairly large it looks as if it will still fall short of meeting all the calls from our people in Havana, and the clear Havana cigar manufacturers in the United States.

Remedios.—Very little disposition is shown by packers to enter into operations of any magnitude this year. A few dealers may make trial escojidas of the best tobacco grown in certain districts, while it looks as if this season vegueros will be compelled more than ever to pack their own tobacco, in order to realize something for their product. It is stated a few of the venturesome have already commenced to start their packings, and neglecting the safe rule of giving the tobacco sufficient "pilon" (first sweat in piles), the consequences for them may turn out to be disastrous.

Departures.

By the Alfonso XIII., Don Rufino Cano and Don Manuel Menendez Parra for Spain; by the Morro Castle, Don Alberto Catterfeld, of Silveira & Co., Mr. Moenck, of I F. Berndes & Co., and President I B. Cobb, of the Havana Tobacco Co., who arrived on June 18, and left on June 21.

Cigar Manufacturers.

No change in previous conditions to note. Orders as a rule are not plentiful, still with the poor prospect of the new Vuelta Abajo crop in view, orders for old goods are bound to increase with the advent of fall. All factories having sufficient stock of old fillers and some wrappers on hand will have more call for their product than they might be able to execute. While the United States do not seem to be willing to grant any concession to cigar manufacturers in Cuba, a new market may be opened again through the cessation of hostilities in the Transvaal, and it is also expected that the United Kingdom will be in better shape to increase her consumption of Havana cigars.

Our renowned factories like H. Upmann & Co., J. S. Murias & Co., Calixto Lopez & Co., Cifuentes, Fernandez & Co., Rabell Costa & Co., Behrens & Co, Segundo Alvarez & Co., Jose Gener y Batet, M. Lopez & Co., Florentin Mantilla, Amtonio Lopez, etc., are working with full forces.

Manuel Menendez Parra shipped 3,000 bales for the Spanish contract by the steamer Alfonso XIII.

Silveira & Co. purchased 100 bales of old Vuelta Abajo, choice fillers, and 300 bales of Remedios, 1st and 2d Capaduras, for their customers recently. Don Fernando Cardenas, now at the helm, intends making a thorough trip all over the Vuelta Abajo and Vuelta Arriba districts to inform their friends of the true situation of this year's crop.

Walter Himml sold two Vegas of new Partido to a party in Havana including botes and picadura at a good figure. He has orders to buy old Vuelta Abajo fillers and caperos as well as Remedios, for several of his customers, and while the caperos are exceedingly scarce, they could be had if his limit were only raised a trifle.

Cano y Hno. are selling their packings of new Partido as fast as they are made and arrive in the city, thus keeping Don Carlos and Don Manolin as busy as ever. They sold 250 bales.

Jorge P. Castaneda & Co. are also finding no trouble in selling their excellent tumbaderos and report 200 bales as taken by manufacturers in Havana.

Aixala & Co. closed out 200 bales of tumbadero, the finest, silky leaf grown in the district, to Gonzalez Mora & Co. of Tampa.

Bruno Diaz & Co. sold 250 bales of Vuelta Abajo and Remedios recently, half old and half new crop, to various purchasers.

Sobrinos de Antero Gonzalez disposed of over three hundred bales of old Remedios, first and second capaduras, and are in treaty upon some larger quantities.

Adolfo Moeller is actively engaged in his packing of Guira de Melena, attending to shipments to New York, and filling orders for his friends.

G. Salomon y Hnos. are busy receiving new tobacco, and shipping old tobacco to New York.

Escojidas in Pinar del Rio employ from 1,600 to 1,700 hands, and the pay roll per week amounts to from $5,000 to $6,000, not counting the regular help that is employed by the month.

Speculators are busy this year in picking up bargains in the country, and if a man understands his business thoroughly he can quickly sell with a fair enough profit. One party bought a vega from a farmer in Bejucal at $90 per bale and brought it to Havana and turned it over at once at $120 per bale, thus netting him $30 per bale, less freight, cartage and warehouse expenses. However, to do such business it needs a thorough judge of tobacco, to be able to buy right from the veguero. Such transactions do not occur daily, and while one successful buyer may relate his experience half a dozen others remain silent, which tells that instead of making a profit they may lose upon transactions.

Aixala & Co. are going to make a packing in Yaguajay (in the Remedios district), and have started in to buy in regular quantities of the best tobacco grown there.

Arrivals of Tobacco in Havana.

	Week ending June 21. bales	Since Jan. 1 bales
Vuelta Abajo	3,526	25,024
Semi Vuelta	123	824
Partidos	1,566	10,670
Matanzas	—	65
Santa Clara and Remedios	306	61,369
Santiago de Cuba	—	12
Total	5,521	97,964

Latest News from York, Pa.

The manufacturers here seem to be gaining more confidence as the trade improves, and it is confidently expected that before the end of the year we will witness busy cigarmakers.

The factory of Geo. Kohler & Co. is very busy making their line of goods. For the past few days the orders for certain brands have compelled them to work during the eveniugs.

Jacob A. Mayer & Bro. report as especially good the demand for several of their leading brands, the Prince George, Edvard Grieg and Dick Raggo, all five-cent productions. A new brand which they are making, styled the Sapida, is a Porto Rico filler piece of goods, and is expected to be a winner.

Samuel Stieg, of the El Orient, has returned from a trip East, and is much pleased with the result.

The Gentlemen's Driving Club has an able supporter in the person of Noah Gillen, of the Gillen & Granat leaf house. During the past week he has entered one of his horses in the matinee races given by the club, but I would have a different story to tell if the horse had won the different heats as cleverly as he did the first. As it was, someone else secured the prize.

John Olp, of Jacobus, has received a very nice contract from a Chicago firm to manufacture a cigar which will be called the York House Bouquet.

Another very busy manufacturer in Jacobus is Frank R. Kraut, who has at present a number of orders to be filled.

A recent trade visitor was Mr. McLaughlin, with W. H. Ralyae & Co., of Elmira, N. Y. Mr. McLaughlin formerly traveled through the coal regions until recently. He is pleased with his first visit here. Other visitors to the city during the week were: Harry S. O'Neill, dealer, from Dayton, O.; Mr. Reich, of M. Rosenthal & Co., Lancaster, and Mr. Sherman, of Lancaster.

Trade-Mark Register.

Tilden Club. 13,718.
For cigars. Registered June 23, 1902, at 9 a m by H.S.Souder, Souderton, Pa.

Mississippi Bubble. 13,719.
For cigars. Registered June 23, 1902, at 9 a m by H. S. Souder, Souderton, Pa.

Great Council. 13,720.
For cigars. Registered June 23, 1902, at 9 a m by H.S. Souder, Souderton, Pa.

Jocko Chief. 13,721.
For cigars. Registered June 23, 1902, at 9 a m by H.S. Souder, Souderton, Pa.

Animo. 13,722.
For cigars. Registered June 23, 1902, at 9 a m by H.S. Souder, Souderton, Pa.

Mero. 13,723.
For cigars. Registered June 23, 1902, at 9 a m by H S Souder, Souderton, Pa.

Leonina. 13,724.
For cigars. Registered June 23, 1902, at 9 a m by H.S. Souder, Souderton, Pa.

Demando. 13,725.
For cigars. Registered June 23, 1902, at 9 a m by H.S. Souder, Souderton, Pa.

Nympho. 13,726.
For cigars. Registered June 23, 1902, at 9 a m by H.S. Souder, Souderton, Pa.

Escudo Escepcionales. 13,727.
For cigars. Registered June 24, 1902, at 9 a m by Adams & Tabram, Philadelphia, Pa.

The Fashion Plate. 13,728.
For cigars. Registered June 24, 1902, at 9 a m by Kaspar Bros., Lancaster, Pa.

Philadelphia Ribbon. 13,730.
For cigars. Registered June 25, 1902, at 12.30 p m by M. Flinstein, Philadelphia, Pa.

Nathan's Number 6 13,731.
For cigars, cigarettes and cheroots. Registered June 30, 1902, at 9 a m by Louis Nathan, Cincinnati, O.

Union Crooks. 13,732.
For cigars. Registered June 30, 1902, at 9 a m by H.S. Souder, Souderton, Pa.

Admiral Crowninshield. 13,733.
For cigars. Registered June 30, 1902, at 9 a m by H.S. Souder, Souderton, Pa.

REJECTIONS.

Moxie, Black Cat, Rounder, Abe Lin-

Quillo, 10c; Peekolo, 5c

PATENT APPLIED FOR.

JOS. KRAUS, Manufacturer,
535, 537, 539 E. 75th St., NEW YORK

Buy and Try
A **Lady Mar**
5c. Cigar
Then talk Price with

Penn Cigar Co., Makers,
723 Chestnut St. Reading, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

ESTABLISHED 1873

J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa**
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

coln, Jocko, Great Sachem, Grato, La Puraza, Parole, Juvenita, Lola, I Lead, La Fama, Moderna, Juventa.

CANCELLATION.

Brown Beauty, registered April 16, 1902, by H. S. Souder, Souderton, Pa., was cancelled June 30, 1901.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Lesta Bouquet, Ultimate, Phenomenon, Square Trade, Square Business, Square Commerce, Square Transaction, Square Exchange, School Street Ponies, Sataniello, El Cheemaun, Flor de Espanola, Consejo de Guerra, Cubanite, Joli Pair Crooks, Crooks, Irem, Sherman House, Fore Noon, Airo Club, Gilford Club, Poppy Girl, Fatella, Zibia, Fair France, Semolina, John Splendid, Recado, Larola, King's Guest, Don Mencio, Hildora, Dark Damsel, King Khama, Graceful Perfection, Gipsy Countess, Theorette, Ninette, White Cockade, El Pilato, Laura Don, Love Chase, Progressive America, Progressive Cuba, Decolete, Stage Hero, Prince de Sagan, La Soufrier, Africanus, Hello Central, Cavalcade, School of Art, Don Clarendo, For Fastidious Palate, Seffard, Alexander Young, Egyptian Neptune, Egyptian Captor, Black Coffee, The Cigar That Made Omaha Famous, Egyptian Flyer, Merchants, The Double Drummer, Mayer's 604 Panetelas, Menashi, Maiden Rose, Mokanna, Ubaldina, Rock Ridge, H. A. L., William B. Thompson, La Quintanos, Dr. Huntington, Philip the Fourth of Spain, San Juan Hill, Calvin Titus, Thoroughdad, La Flor de Thoroughdad, El Minco, La Algarab, 4-17, Watch Tower, Hooligan, Turkey Red, John W. Gates, Maid of Venice, Tokalon, Cruzados, Bono, La Verdo, La Verdon, Red Flyer, Great Auk, Yako Man, Deacon Spooner, Autumn Bud, Pap Perkins, Tom L, Mr. Bowser, Major Crofoot, Dad's Own, Quaker Quality, Thos Murphy, Guizot, Tin Plate, Neff's Leader, Public's Pride, King George V., Pera, Pennsy, Yankee Flyer, Morton's Sweet Smokers.

BUSINESS CHANGES, FIRES, Etc.

Alabama.

Birmingham. — McNamara-Laird Co., snuff manufacturers; sold out.

Montgomery.—T. J. Mattox Cigar and Tobacco Co. (not inc.) T. J. Mattox, individually, wholesale cigars and tobacco; real estate deed, $1,050.

Illinois.

Chicago.—T. D. Crosby, cigars; out of business.

Indiana.

Indianapolis.—M. A. Stogsdill, retail cigars; chattel mortgage, $175.

Marion.—Sugar & Kelly, cigars, etc.; dissolved.

Iowa.

Davenport.—Chas. C. Doering, cigars; sold out.

Des Moines.—W. T. Caldwell, cigars; sold out.

Massachusetts.

Boston.—Mortimor T. Downing, cigar manufacturer; dead.

Michigan.

Detroit.—Benj. Gibbons, cigars and tobacco; succeeded by Owl Cigar Store (not incorporated).

Missouri.

St. Louis.—John Weisert Tobacco Co., filed articles of incorporation; capital stock, $50,000.

Nebraska.

Alliance.—L. A. Surprise, cigars; real estate mortgage, $800.

New Jersey.

Trenton.—Wm. Smith, tobacco, etc.; dead.

New York.

Baldwinsville.—James W. Upson, leaf tobacco; filed petition in bankruptcy.

Ohio.

Toledo.—J. B. Eisenhart & Co., cigar manufacturers; real estate mortgage by J. B. Eisenhart, individually, $1,500.

Pennsylvania.

Cambridge Springs.—C. Klocke, cigars; sold out.

Erie.—Conrad Deck, Sr., & Sons, cigar manufacturers; Conrad Deck, individually, real estate mortgage, $1,500.

Titusville.—S. J. Martin, cigars; sold.

Virginia.

Richmond.—Butler & Bosher, tobacco manufacturers; succeeded by Butler & Bosher Co.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers Niagara, Yucatan and Morro Castle.

CIGARS	cases
Park & Tilford, New York	90
Acker, Merrall & Condit, New York	38
B. Wasserman, New York	16
S. S. Pierce Co., Boston	12
Reymer Bros, Pittsburg, Pa.,	11
Waldorf-Astoria Segar Co., New York	9
Calixto Lopez & Co., New York	7
Lilienfeld Bros. & Co., Chicago	5
Duncan & Moorhead, Philadelphia	5
Goldberg, Bowen & Co., San Francisco	5
W. A. Stickney Cigar Co., St. Louis	4
Niles & Moser, Kansas City	3
S. Bachman & Co., San Francisco	3
M. A. Gunst & Co., San Francisco	2
H. G. Peterman, New York	2
Sprague, Warner & Co., Chicago	2
Robert Steel, Philadelphia	1
Estabrook & Eaton, Boston	1
C. B. Perkins & Co., Boston	1
W. S. Jordon & Co., Portland, Me.	1
R. C. Leney, So. Manchester, Ct.	1
The Weideman Co., Cleveland	1
R. E. Lane, New York	1
F. R. Rice Mercantile Co., St. Louis	1
Colombia Legation, Washington, D. C.	1
Total	223
Previously imported	4,014
Imported since Jan. 1, 1902,	4,237

LEAF TOBACCO	bales
G. Salomon & Bro, New York	403
Schroeder & Arguimbau, New York	368
A. Moeller, New York	283
J. Lichtenstein & Co., New York	105
Theobald & Oppenheimer Co., Phila.	100
M. Atak & Co., New York	68
E Hoffman & Co., New York	68
J J. Ordetx, New York	60
J. Beruheim & Son, New York	54
J. Berger & Co., Cincinnati	51
Loeb-Nunez Havana Co., Philadelphia	28
Newgass & Greenhut, New York	25
Havemeyer & Vigelius, New York	24
A. Cohn & Co., New York	21
F. Miranda & Co., New York	20
Voneiff & Vidal Cruz, Baltimore	20
J. Vetterlein & Co., Philadelphia	18
Order	11
Oblinger Bros. Co., Lancaster, Pa.	10
Yocum Bros., Reading, Pa.,	9
Wm. Bader, New York	6
El Santo Cigar Co., St. Louis	6
A. S. Lascelles & Co., New York	6
Calixto Lopez & Co., New York	1
Total	1,765
Previously reported	57,565
Imported since Jan. 1, 1902,	59,330

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

New York Leaf Market.

Complaint that transactions in cigar leaf tobacco in the New York market are no longer of good size is general.

Said one leading packer to the writer last week, "What independent cigar manufacturer nowadays has the nerve to buy in one lot, say 1,000 boxes of Wisconsin?"

There is a pleasant surprise in waiting for this pessimist, for while it is true that of late large transactions have been most infrequent, the rally is near and next fall, if not during the late summer of the current year, the New York market will recover its old tone. Manufacturers of nickel and dime cigars have had time not only to consume all of their old accumulated stock but to size up the situation, and are by no means hopeless of the future. Just wait and see.

In all types of leaf the market during the week did a fair amount of business.

Trade in Reading.

The cigar trade here has brightened up considerably the past few weeks and factories are running with increased forces. Box manufacturers who supply the boxes for the cigar trade stated that they are busier than they have been for some months, and their output for the year will show a big gain.

A. Thalheimer & Son, who are large manufacturers of boxes for the cigar trade, have been running overtime the past month. Mr. Thalheimer recently patented a neat box in which to pack 12 cigars. It is a double box of cedar, and air tight. He made a contract with Yocum Bros. to take the entire output of his factory of these boxes, and they are successfully introducing them to the trade.

Charles Maerz states that his business has been very satisfactory, and that his leading brand, the Fourth Century, is selling better than ever.

John U. Fehr has had a good trade this summer, and believes that the year will be a very brisk one for the trade.

Many cigar dealers are carrying Porto Rican cigars as a side line and find them good sellers. They also state that more stogies are sold than for several summers. Sam Hantsch, who is the only local manufacturer of stogies, is increasing his output. He is selling large numbers of his product in Pittsburg and Wheeling, the home of the stogies.

The Industrial Cigar Company is a busy plant. The W. J. Florence and White Chief are the leading brands. The trade outlook is regarded as very favorable.

The leaf tobacco dealers here all report the sales increasing in this district, owing to the activity in trade everywhere. Reading manufacturers state that there is a continued scarcity of female labor, and that many more girls could be given work if they were available

Daniel Fleck, of the Fleck Cigar Co., Ltd., has returned from a successful western trip. He was gone about six weeks and received many orders. He introduced the firm's brands in considerable new territory and has a large run on the Eastern Buffalo and Smoke House. He had with him his new and novel advertising wagon, which was designed and built by himself. He expects to leave on another extensive trip next month.

John G Spatz, of John G Spatz & Co met with great success on his prolonged Western trip. He says that there is a growing demand in the West for Reading cigars. He booked quite a number of large orders.

O. Eisenlohr, of the firm of O. Eisenlohr & Bros., of Philadelphia, was at Boyertown last week, making preparations for beginning operations in the firm's new cigar factory at that place. The large factory is being given a general overhauling, and is being thoroughly cleaned, calsomined and repainted. The building will be equipped with all of the latest improvements.

Walter Yorgey, who opened a cigar store in the main wing of the Baer building here, placed a new brand on the market called the Reading Speedway. Mr. Yorgey is meeting with considerable success.

Gumpert Bros. are running with an increased force of hands. The tobacco strippers are working at

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES
The BEST and Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
Manufactured by
E. H. NEIMAN, THOMASVILLE, PA.

E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of ***Loganville, Pa.***
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

Shipping Station, East Earl.

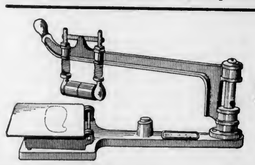
H. L. WEAVER. E. E. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers

Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.



The Invincible Suction Table

Provides everything necessary for the Finest Work.

Drop a postal for circular

WM. S. GLEIM, Lancaster, Pa.

J. K. PFALTZGRAFF & CO.

Manufacturers of High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

H. H. MILLER, Leaf Tobaccos

Light Conn. Wrappers and Seconds

Imported and Domestic

SUMATRA and HAVANA

Nos. 327 and 329 North Queen St., Lancaster, Pa.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

Capacity, One Million per Week.

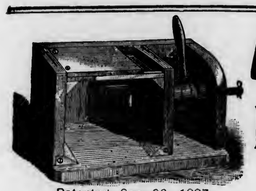
CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made All Sizes

Union Made All Sizes

M. Steppacher, Reading, Pa.



Patented, Sep. 20, 1887.

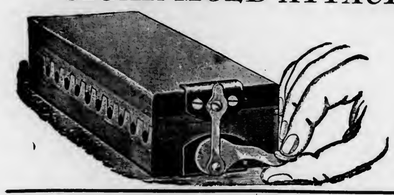
A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of Knock-Down Cigar Boxes AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:

150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

night, in order to have enough tobacco prepared for the cigarmakers in the morning. The Maneto is the firm's leading brand here.

Cigar manufacturer Charles J. Amrhein has placed a handsome new delivery team on the streets.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The tobacco trade is in a quiet condition. Sales are rare. We hear of only two or three sales of late. As the price is concealed, the presumption is it was not anything very satisfactory, or else it was so large that the purchaser wanted it concealed. There is considerable leaf held in Hatfield, Whately and South Deerfield. Offers have been refused, as holders do not care to place their leaf on the market at any prices that are or have been offered Much interest is manifested in the new industry of shade growing of tobacco. This involves much care and expense. One grower who has 24,000 plants of Sumatra growing says that he intended to obtain strips of boards and put up one to each plant, and tie the plants about three feet from the ground to prevent them from falling and being thus injured. There seems to be a lack of woody fibre to make the stalk self-supporting in an upright position.

Our correspondents seem to be resting largely from their labors, or have they forgotten that we want to hear from them?

Wethersfield: "Tobacco is nearly all set out. We have had nice weather for transplanting The cut worms are doing some damage on a few pieces. There will probably be about the usual acreage set."

Deerfield: "It seems that there are several who have set mixed plants. For some reason there was some Sumatra plants set for the purpose of seeing how it grew. These were allowed to blossom, and the result is that there is a strain of Sumatra found in some fields, and we learn that Ed. O. Everett has had to reset 9 acres. He has now the real, true Connecticut Havana seed."

East Deerfield: "A very heavy shower occurred here Monday, the 16th, just after noon. Frank Brigham lost an acre of tobacco, which had been recently set. It was washed out. The crop is looking well. About the usual acreage has been started."

Amherst: "Tobacco is raised in the northern part and the southern part of the town. As they had an early start the bulk of the setting is looking finely. What old tobacco there is is in growers' hands and is held for the sweat."

Southwick: "Two lots of 1901 leaf was sold quite recently and this finishes the sale there. At Whately Seth B. Crafts has 60 cases and H. S. Allis has about 8 acres, other than these I know no more. At Hatfield a number of lots remain, and one lot at Conway, held by H. T. Newhall, some 8 or 9 tons."—American Cultivator.

MIAMISBURG, OHIO.

The 1901 crops of Zimmer are still eagerly sought, though very few are yet held by farmers. Deliveries are irregular, and prices are about the same as have prevailed right along. The indications are that farmers will soon be relieved of every vestige of the entire crop. Crops of seedleaf are also being bought, though prices do not average quite as high as heretofore.

The crop of 1902 has been transplanted from the beds to the fields under favorable circumstances, are growing nicely and the outlook at present is most promising.—News.

EDGERTON, WIS.

The planting of the new tobacco crop towards which the growers have been devoting every energy

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop

Write for Prices and Samples.

East Petersburg, Pa.

Special Brands made to order. JOHN E. OLP, Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

for the month past is about drawing to a close, only the belated ones will be left after the close of this week. The weather has been exceptional for this work throughout and the new fields never looked more promising at this date.

An occasional transaction of cured leaf is reported and a few dealers are yet industriously picking up the few scattering remnants in first hands.

The last of warehouse handling of last season's crop in this market has been completed during the week in the closing of the American Cigar Co 's warehouse.

The business of the local dealers in old leaf is dull beyond comparison, no transactions of any magnitude having come to notice.

Shipments, 400cs —Reporter.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 673 hhds; offerings on the breaks, 986 hhds; sales, 757 hhds.

The market was active with good general demand with no material change in prices.

The breaks were composed mainly of leaf, the bulk of the lugs having been taken for home consumption by private sale, but few appear upon the breaks.

The weather has been alternately hot and cool, and we have had some showers but the planting season may be considered ended.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.25 to 6.25
Common Leaf	6.25 to 7.00
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00
Selections	12.50 to 14.00

HOPKINSVILLE, KY.
M. D. Boales.

Continued active demand prevails at a few bids higher on nearly all grades of Leaf—Bremen, Spinning and Cigar Wrapper styles being in strong request. Receipts falling off and factories closing show that a large part of the crop has already been delivered. With unfavorable crop reports of poor stand, damage by insects, scarcity of plants, and planting season about past, I estimate the crop not over 70 per cent.

The district A. T. Co. and A. S. Co. buyer, F. M. Smith was buying very largely of all grades during the sale.

Lugs—Com. 4¼ to 4¾c; Med., 4¾ to 5¼c Good, 5¼ to 5¾c Fine, 5¾ to 6¼c.

Leaf—Com., 5¾ to 7c; Medium, 7 to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

Bremen Spinners, 6½ to 10c; Cigar Wrappers, 7 to 10c; Plug Wrappers, 8 to 12c.

Receipts for the week, 350 hhds; year, 10,375. Sales for the week, 654; year, 5,882

Roth, Bruner & Feist Sued

By Henry Friedman for $15,000 Damages for Breach of Contract.

Roth, Bruner & Feist, of Cincinnati, who last spring sold out to the American Tobacco Company, have been sued in the New York Supreme court for $15,000 damages for breach of contract by Henry Friedman, a well-known leaf dealer of 163 Water street.

Levy & Unger, of the Pulitzer building, are Mr. Friedman's attorneys.

The bill of complaint sets forth that in December, 1901, plaintiff entered into a contract with the defendants which stipulated that for two years he was to have the exclusive control in Greater New York and elsewhere of the "War Eagle" cheroot manufactured by the defendants. A profit of 50 cents per thousand, he alleges, was guaranteed to him upon every one thousand "War Eagles" that were sold during the life of the contract in the territory specified, whether they were sold through him directly or not. He alleges that he was successful in building up a very large and profitable business in "War Eagles" with independent jobbers, and that the sale of that brand to the American Tobacco Company was in violation of good faith and of the terms of the contract, wherefore he has brought the suit herein described. Throughout the bill of complaint the American Tobacco Company is called the Tobacco Trust.

The following allegations occur in the bill of complaint:

"That during all times hereinafter mentioned there existed a certain corporation commonly designated the American Tobacco Company, and otherwise known as the Tobacco Trust, and which corporation was organized and formed to control and monopolize the manufactured tobacco business, by fixing and maintaining prices of manufactured tobacco goods at a standard, arbitrarily fixed by it, and others in combination with it, so as to prevent lawful competition in said tobacco trade, and more particularly to prevent dealers and jobbers with said Tobacco Trust from selling the goods of said Tobacco Trust, and those in combination with it, at a price less than the price and standard, arbitrarily fixed as aforesaid, and by reason of the monopoly sought to be established by said Tobacco Trust in the conduct and control of the said manufactured tobacco business, and by reason of the conduct and methods of the said Tobacco Trust in its effor's to create and maintain such monopoly, a public prejudice has arisen and exists against the goods dealt in and handled by said Tobacco Trust, and against persons selling and vending goods and merchandise obtained from said Trust.

"That it was, during all the times hereinafter mentioned, and still is, the business of the said Trust to prevent lawful competition in the said tobacco business, and in the sale of its merchandise, and arbitrarily fix a price for which all merchandise sold by it to its divers customers and dealers shall be sold, and also to impose other terms and conditions with respect to the sale of its said goods so sold as aforesaid, and, amongst other things to prevent general competition in the said business."

Summons in this law suit was served upon Leopold Feist at the Hotel Netherland in New York city about one month ago.

Against Lower Duties on Cigars.

The following letter, from the Secretary of the National Cigar Leaf Tobacco Association to the Chairman of the U. S. Senate Committee on Relations with Cuba, will be read with interest by every member of the trade:

NEW YORK, June 25, 1902.

HON. ORVILLE H. PLATT,
Washington, D. C.

DEAR SIR: Your letter of June 14. to Richard A Bachia. Secretary of the Havana Cigar Manufacturers' Association, has been published, and the trade has been requested to send answers to the questions propounded by you. As an organization of merchants dealing in all kinds of leaf tobacco, both domestic and imported, it must be apparent that our only interest in this matter is in how far the prosperity of the cigar manufacturers of the United States may be affected by the passage of a bill reducing the present high rate of duty on imported cigars. As our testimony is in a sense disinterested, we feel entitled to ask consideration for the arguments we submit.

You ask how the fact of the consolidation of the three largest cigar producing concerns of Cuba under one ownership affects the question under consideration differently than when these concerns were under separate control. In the first place, we beg to point out that the cigar and tobacco trades, before the consolidation referred to took place opposed a material reduction in duty on cigars imported from Cuba; claiming that, owing to climatic advantages in production, the high reputation enjoyed by the cigars of Cuba, and the placing of an import stamp on each box of Cuban made cigars by this Government which distinguishes them in appearance from cigars made in this country, all united in giving the Cuban cigar a unique position in the business; that is to say, although climatic conditions render it possible to make cigars cheaper in Cuba than they can be made of Cuban tobacco in the Cuban style anywhere else, nevertheless the cigars made in Cuba have the additional advantage of being universally recognized as the acme of perfection attainable in the production of a cigar. They said that this fact was of such great value in aiding the sale of the cigar of Cuba, that a slight reduction in duty would have a disproportionately great effect on the manufacture of high grade cigars in this country. The dictates of fashion may be laughed at, but their strength is undeniable. The imported cigar is the smoke of the rich; it follows, if its purchase be placed within the reach of the less wealthy, that they will, by force of example, prefer it to smoking a cigar of domestic manufacture, though both cigars be of equal merit. If these reasons were found sufficiently strong to urge the tobacco trade in general to oppose the generous impulse of the country when the cigar business of Cuba was in separate hands, they apply at least with equal force when these interests are consolidated by an American corporation of the type commonly known as a trust. If the tobacco trade is not justified in fearing greater ill results from a corporation of this kind than from the disunited single interests, then all the theories advanced by the organizers of the so called trusts as to the advantages in economy of operation, and particularly in the way of finding a market for their product, are mistaken ones, and the men promoting and financing them, admittedly the shrewdest and wealthiest of our citizens, are deliberately deceiving the country with their claims; it must remain equally true that the fears, entertained by the

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

J. M. McGUIGAN
5 CENT BRANDS: Light Horse Harry, La Catalonia, Cassandra, Indian Pride
MANUFACTURER OF AND WHOLESALE DEALER IN
ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

NO ROOM FOR DOUBT

It is seldom that a new article can be placed on the market in regard to which there is no room for doubt as to its value, importance and efficiency.

The DuBrul Dieless Suction Table is an exception—a notable and distinguished exception.

Here is a table which speaks for itself.

To see it in operation answers every point that can be raised against it, and silences the most prejudiced critic.

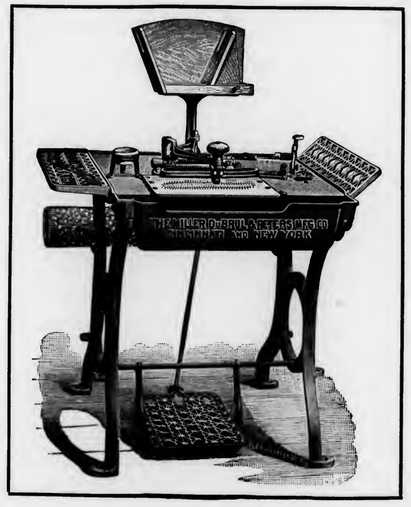
The suction table has always been open to serious objections.

Dies and rollers are responsible for these disadvantages. The dies, rollers, rolling arms, pivots, screws, collars, platens, and other mechanism require constant attention to keep them in condition to do the work; the rollers passing over the dies constantly mash them down; the rollers themselves require re-polishing and oiling and careful, frequent adjustment to the wear of the die. All this makeshift mechanism requires frequent attention, re-adjustment and repair. The die is in the way of the operator. In spite of the best attention dies always become dull and leave a white streak on the edge of a dark wrapper, marring the appearance of the cigar—the ends get mashed by the rollers and this compels the operator to tear the wrappers at these points and often destroy them in the attempt.

We have been trying to overcome these objections for a long time and we have succeeded. We have wiped them out completely and have in their place a table which is really a wonder.

There are no dies and no rollers.

The cutting is done by a circular knife which is easy to keep sharp and needs absolutely no adjustment. The cutting mechanism swings out of the way after the wrapper is cut, and the rolling plate is open and free so that the operator is not in the least hampered by any complications. It is natural to do palm work instead of finger work, and you get a hand-made cigar that cannot be surpassed in any way. You get a larger output, you have a table which anybody can learn to roll upon in a very short time, and the DuBrul Table is so simple in operation that it never gets out of perfect order, and operators will not raise the slightest objection to it, as they have always done to other suction tables, so that they will never work any other kind if they can get work on this.



We would like to hear from you about this table.

We would like to tell you more about it, and we would be glad to do so if you would take the trouble to ask us.

We still make our Die Table, admitted the best of that kind; we show it alongside of the Dieless Table at both of our offices.

When writing to us ask for booklet W. S.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

great majority of the American people at seeing so many of our industries pass into the control of huge combinations of capital, are unfounded and visionary. If not, then, to the extent that consolidation is an improvement in business methods over separate efforts, to that extent is our peril greater from a corporation engaged in legitimate competition with our manufacturers. If, however, as we have reason to expect from the business methods of this corporation, the favor enjoyed by the imported cigar is to be used as a weapon by the corporation controlling their manufacture to crush and ruin their weaker rivals, then the reasons for alarm and opposition are increased enormously; it is for this reason that we are so importunate in asking Congress not to aid the trust by sharpening the weapon which is to be used for the destruction of free competition and unrestrained trade.

If you desire examples of the methods employed in conducting their assault on the cigar business of this country by the same corporation now in control of the Havana factories, we are prepared to furnish them to you. It is these methods which they are and have been using that make us careful for the future.

You ask how the reduction in duty will benefit "this company." Because, as Cuban cigars enjoy the highest reputation, their sale will at once increase as soon as a reduction in price places them within the means of a larger public. Of the Cuban cigars most favored in the United States, over 90 per cent now imported come from the factories controlled in Cuba by the trust.

You ask if a reduction in the cigar duty will not inure to the benefit of the American consumer. Before answering more explicitly, we respectfully beg to observe that this is a question which may pertinently be asked in the interests of free trade about any article now imported and not on the free list. As adherents to the Republican doctrine of protection for home industries, we believe in gaining and retaining our home market for our producers, and that the slight additional cost to the individual is of small moment as compared with the resultant benefit to the nation. As a matter of fact, we make clear Havana cigars by the same methods and of the same tobacco that are used to make the Cuban cigars; these cigars must necessarily be at least almost as good as those coming from the island; we claim and are prepared to substantiate this claim that it is impossible for any smoker to distinguish between them. The high duty on cigars enables us to sell these domestic Havana cigars to those desiring this type of cigar at a lower price than the imported cigar can be sold at. We make more Cuban cigars here than are made in Cuba. If the duty now on imported cigars be lowered, so that they come in competition with our cigars on a more equal basis as to selling price, our domestic Havana cigars will be displaced by the imported cigar. And why does the consumer of the imported cigar need the benefit of a reduction in price? It is only the very rich who can and do smoke these cigars, distinguished from other cigars by the import stamp of the Government; these men can well afford to pay for the gratification of their whims. Tobacco may properly be considered a necessity; but, even so, the imported cigar is a luxury, pure and simple; tariff reductions should not be made, at the very beginning at least, for the benefit of those who can afford expensive luxuries. In connection with these remarks, it may be well to state that if the practice of distinguishing the box of imported cigars by Government agency from the box of domestic cigars be discontinued, there would be a very inconsiderable opposition to a material reduction in the duty on imported cigars from Cuba.

You ask do the Havana cigars come much into competition with American cigars? There is here some confusion in terms. Imported Havana cigars compete directly with the 350 000 000 Havanas (manufactured by the same method and of the same material) made in this country. They do not come into competition with the low priced cigars, wrapped with Sumatra or domestic wrappers, which constitute the bulk of our annual output.

You ask if we anticipate a considerable addition to the present imports of Cuban cigars. With a lower duty on cigars, we are certain that the domestic clear Havana cigar, of which we make 350,000,000 annually, will be displaced in a short time by a corresponding increase in the number of imported cigars. The imported cigar, on account of its high reputation and its distinguishing stamp, will sell in place of the domestic cigar when put on terms of greater equality in price than those now existing.

Your last question, as to the importance of the entire Cuban output, rests on a very general misconception. It is true that we make 6,000,000,000 cigars annually, but of these there are not over 900,000,000 that are made to sell at more than 5 cents at retail. It is with this latter class alone, selling at more than 5 cents at retail, that the Havana cigar competes. Of these 900,000 000, the clear Havana product, domestic and imported, is represented by a consumption of 400,000,000 cigars annually. These 400,000,000 cigars, under a lower duty, will be imported from Cuba. They represent not 3 per cent. but over 40 per cent. of their class. This grade of cigars is the one on which are used the fine tobaccos of this county as well as of Cuba; it is the grade on which the small manufacturer depends for his profits; it is the grade which comprehends the seed and Havana cigar, on which are used the high priced wrappers of Connecticut. It is to safeguard this most important branch of the cigar industry that we protest at the lowering of the protective duty on cigars, a reduction from which only an American syndicate, or the wealthy consumer of imported luxuries, can derive any benefit.

We ask your courteous consideration of the statements embodied in this answer to your letter of inquiry, and beg to remain

Yours, very respectfully,
National Cigar Leaf Tob. Assoc'n,
Per Chas. Fox, Sec'y.

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
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FINE SUMATRAS a specialty. YORK, PA.

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Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
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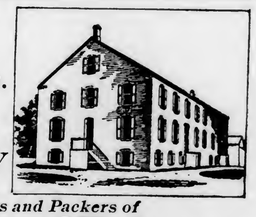
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana **CIGARS**
Made exclusively of the Best Old Re-Sweated Cigar Leaf
Write for Prices. **Mount Joy, Pa.**

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

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Manufacturers of

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Best Workmanship The Lowest Prices

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DEALER IN

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YORK, PA.

J. FRANK BOWMAN,
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Labels, Edgings, Ribbons
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CIGAR MOLD SHAPES

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.

We can save you money and please you at that.

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H. S. SOUDER,

Excelsior Steam Cigar Box Factory,

MANUFACTURER OF

Cigar and Packing Boxes,

DEALER IN **CIGAR BOX LUMBER,**

Cigar Ribbons and Labels and Fine Label Work a Specialty.

Gold Leaf Embossed Work. Telephone Connection.

SOUDERTON, PA.

A Possible Cigar Monopoly.

(From Phila. Record, June 25.)

From a theoretical or speculative view point, the industry of making cigars would seem to be one of the most difficult to subject to Trust methods or syndicate monopoly. Cigars are not a necessity of living—not even to the smoker—and the multiplicity and wide range of tastes among lovers of this product of the Indian weed have tended to a diffusion of the business unusual in these times of combination and concentration. At the close of the calendar year 1900 there were no less than 27,366 cigar factories in the States and Territories, with an aggregate production of more than 5,500,000 000 cigars. Pennsylvania alone had 5,175 factories, with an annual output of over 1,600,000,000. Yet this industry, so widely scattered, and catering to luxurious and vastly diversified inclinations, seems now to be struggling to free itself from threatened monopoly.

The matter has been brought to the attention of Attorney General Knox in a communication from the Cigar Leaf Tobacco Association, which recites that it is the practice of the Tobacco Trust which controls practically all other branches of the business to refuse to execute orders from dealers for plug and smoking tobacco, cigarettes, etc , unless the dealers will also undertake to purchase large quantities of cigars made by the Trust. This method of coercion, it is affirmed, is gradually destroying active competition in cigar manufacturing throughout the country, and, by consequence, demoralizing and paralyzing the cigar leaf tobacco trade everywhere. Obviously, if the Trust should be able to monopolize the cigar traffic, as it now controls other branches of the business, the wholesalers and jobbers of leaf tobacco would find their occupation gone.

Careful inquiry is to be made into the matter by officers of the Department of Justice, with intent to proceed against any persons violating the Federal statute prohibiting interstate monopoly or restraint of trade. Exactly how the Trust is to be prevented from offering its customers in the trade inducements to handle Trust cigars does not appear from any of the data of the Leaf Tobacco Association's complaint. What is being done is the substitution of corporate movement for individual initiative, a process all the more easy because it operates constantly along the lines of least commercial resistance. It is not in human nature—that is, the nature of the prosperous retailer—to quarrel with his profits on a trade technicality. He will sell Trust cigars, accordingly, in order that his supplies in other directions may be assured.

Should this process of selection and elimination continue unchecked the spectacle would be presented in due time of a cigar-using public dominated in its tastes by a huge private corporation, much as the people of France or Russia, where tobacco manufacture is a Government monopoly, must accept what the domestic factories supply. The liberty of choice, so dear to the smoker of to day, would be narrowly circumscribed in such an event. Nor would wealthy dilettanti escape, for the Trust is already reaching out for a monopoly of the fine Cuban tobacco product.

LATE REVENUE DECISIONS

Manufacturers' Label.

The Commissioner has ruled that a label bearing the words: "Caution. This carton contains two packages of — ounces of tobacco, which means an additional profit of ten cents to you. See that you get them," and pasted to a carton, box, caddy or other package containing tobacco, is not in contravention of section 10 of the act of July 24, 1897, or the Regulations, No. 8, Supplement No. 1, when not containing any promise or offer of, or any order or certificate for, any prize, gift, premium, payment or reward.

Advertisements with Cigars.

In reply to an inquiry whether cigar manufacturers would be permitted to place in boxes of cigars advertisement circulars, cards or pamphlets relating to a gift enterprise, that upon the return to them of certain wrappers connected with the cigars they would exchange other articles for the wrappers. it was advised that the office has decided, by Regulations, No. 8, Supplement No. 1 that a statutory package of cigars or tobacco means a package which contains manufactured tobacco, cigars or cigarettes, and nothing else, and that any other substance or thing cannot lawfully be placed in such package; that the inclusion of the tobacco, cigars or cigarettes, means the exclusion of all foreign articles and any other business, and that no loose advertisement cards, circulars, pamphlets or other article could properly be placed in such packages.

Sample Cigarette Packages.

An extensive dealer in cigarettes, who recently requested permission to use in the free distribution of sample cigarettes envelopes containing three cigarettes each, was advised that the Regulations, No. 8, page 53, relating to subdivisions or

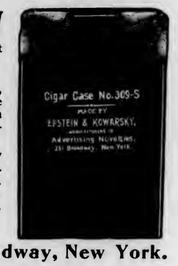
A Whole Building on Broadway

less the ground floor (5 floors, just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.



Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED

Le Droit Building, WASHINGTON, D. C.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

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M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

parcels of the packages of cigars and authorizing unsealed paper wrappers or enclosures cut off at one end, exposing the size and number of the cigars, do not apply to small cigars or to cigarettes weighing not more than three pounds per thousand, and that all small cigars and cigarettes must be packed in boxes containing 10, 20, 50 or 100 cigarettes each, and each box must be properly stamped before removal from the place of manufacture. Further, that there is no provision by law or regulation authorizing a manufacturer or dealer to repack less than a statutory number of cigarettes in any box for sale or for free distribution, and that all large cigars put up in open-end subdivisions must remain in the stamped package until the cigars are sold and delivered to the consumer directly from the stamped box.

—

Qualification of Cigar Manufacturers.

In reply to an inquiry as to the steps necessary to be taken before commencing the manufacture of cigars an applicant was recently advised the manufacturer must first register his business, on Form 277, and file a statement showing the place where and the time when he proposes to begin the manufacture of cigars; describing the premises on Form 36½, and give a bond on Form 71 in such penal sum as the collector for the district may determine; and that thereafter the manufacturer will be required to render monthly returns, Form 72, and keep Book 73, showing the number of cigars made each day and the quantity of material received at the factory; and that all cigars manufactured must be put up in boxes containing 12, 13, 25, 50, 100, 200, 250 or 500 cigars each, and each box must be properly packed in boxes not before used for that purpose, and labeled and stamped showing the payment of tax on the cigars at the rate of $3 per thousand. Copies of the Regulations, No. 8, revised, and Supplements Nos. 1, 2 and 3, giving full information relating to the manufacture and sale of cigars, are furnished to the persons addressed.

—

Re-use of Porto Rican Cigar Boxes.

In reply to a complaint that boxes, which have contained Porto Rican cigars, are being refilled with cigars of domestic manufacture to the detriment of dealers handling genuine Porto Rican cigars, the Commissioner replied that the provisions of section 3397 of the Revised Statutes apply as well to cigars of Porto Rican manufacturer brought to the United States for consumption and sale as they do to the domestic cigars, and the boxes containing the cigars must be properly stamped by the owner, consignee, manufacturer or dealer before the goods are placed upon the market, and such packages can not lawfully be used the second time for packing cigars; but section 3393, requiring a manufacturer's caution notice label to be affixed to each box of cigars, does not apply to cigars manufactured in Porto Rico. With respect to the suggestion that the office should lay this matter before the Governor of Porto Rico for action by the Executive Council and House of Delegates of Porto Rico, it was advised that as such action would relate purely to legislative measures, the question could be brought to the attention of Congress as amendatory of the act approved May 12, 1900, or as amendatory of the act of the Legislative Assembly of Porto Rico approved January 3, 1901, entitled, "An act to provide revenue for the people of Porto Rico and for other purposes," independent of the action suggested to be taken by the office.

—

Gift Schemes.

A manufacturer recently complained to the Commissioner that a competitor was utilizing a gift scheme in advertising his goods. He submitted two empty packages which had been put on the market by the competitor, one originally containing cigarettes and the other smoking and chewing tobacco. There was no coupon, certificate, mark, label, or other printed matter connected with the packages which would indicate that either was intended to be used in connection with a lottery scheme or gift enterprise, and the office indicated that they were not objectionable or prohibited by section 10, act of July 24, 1897, nor by the Regulations, No. 8, Supplement No. 1, concerning the contents and the marking and labeling of statutory packages of tobacco or cigarettes. The office suggested in this connection that the manufacturer is not privileged to place in a statutory package of tobacco, or cigarettes, or cigars, any loose advertisement card, circular, certificate or any foreign article, and that he cannot affix to any plug or parcel of twist tobacco, or to any package of smoking tobacco any label that would contain any promise or offer of, or any certificate or order for, any prize, premium, payment or reward, and that statutory packages of smoking tobacco or cigarettes cannot be used as vehicles for the promotion of a lottery scheme or gift enterprise, and that all advertisement matter relating to such schemes must be excluded from, and not placed in, attached to or connected with, the statutory package.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
PIPE & SMOKING TOBACCO & CIGARETTES.
WHOLESALE MANUFACTURER & JOBBER
IMPORTER OF SMOKERS' ARTICLES, &c.
40 W. Orange St
Our Leading Brands
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c, DURHAM
TROTTER SCRAP
For Chewing and Smoking
FACTORIES: DETROIT, MICH. COVINGTON, KY.
Lancaster, Pa.

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART,
Inventor and Manufacturer,
Newmanstown, Pa.

SMOKE **KLEINBERG'S Chico**
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

John U. Fehr,
PACKER OF AND DEALER IN . . . **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

Bege Bros. Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

Registration of Leaf Dealers.

A collector who inquired whether leaf dealers, after July 1, 1902, will be required to file a bond before a certificate is issued to them, and whether they will be required to keep Record 59, was advised that the statute does not require that a dealer in leaf tobacco shall execute a bond, but that he is required, under section 3360, Revised Statutes, as amended, and as provided by section 26, act of October 1, 1890, to register with the collector of the district his name or style, place of residence, his business, and the place where such trade or business is to be carried on; and after registering he must keep a record of his transactions in two books kept for that purpose (Book 59), showing daily the number of hogsheads, cases and pounds of leaf tobacco purchased or received by him, and of whom purchased or received, and the number of hogsheads, cases or pounds sold by him, with the name and residence in each instance of the person to whom sold; and if shipped to whom shipped and to what district. The office has prescribed that every qualified dealer in leaf tobacco shall keep Book 59 in duplicate, and return one of these books to the collector of his district at the close of each quarter; that each dealer in leaf tobacco must on the first day of July register his business and his place of business with the collector for his district, using Form 277, as provided by Circular 621 addressed to Collectors of Internal Revenue, dated April 17, 1902 It was further advised that the act approved April 12, 1902, to take effect July 1, 1902, repeals all special taxes imposed by section 4, act of June 13, 1898.

PATENTS RELATING to TOBACCO, Etc.

703,226 Tobacco sizing device; Leavitt P. Bissell and J. Sullivan, Suffield, Conn.

703,179 Cigar machine; Thomas E. Carpenter, Providence, R. I.

703,114 Cigar-storage case; James S. Cornwell, assignor to Wilke Manufacturing Company, Anderson, Ind.

703,154 Match-making machine; Frank Schafer, assignor to E. H. Fairbanks, Philadelphia, Pa.

703 155 Jar; Wm. C. Schutz; assignor to F. R. Rice Mercantile Cigar Company; St. Louis, Mo.

703,162 Cigar piercer, Edward Todd, Jr., New York city.

703,026 Machine for trimming and making cigars; Adolph W. Waldmann, Chicago, Ill., and F. E. Kaiser, Cincinnati, O.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS

THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

ADEN BUSER

Manufacturer of

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Trimming,

Cigars, Tobacco, etc. Tilden, York Co., Pa.

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.

A Trial Order Solicited. **RED LION, PA.**

Sumatra Wrapped and Long Filler Goods a Specialty.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A. Use Arnold's No. 5 Tobacco Cipher **Hopkinsville, Ky.**

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Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 28. | PHILADELPHIA, JULY 9, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

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MANICARAGUA

and

Santa Clara

TOBACCOS

First and Second Capaduras

SCHROEDER & ARGUIMBAU;

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and LA UNICA SANTA CLARA TOBACCO.

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IMPORTERS,

222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXVIII.—A PUT-UP JOB AT PIACENZA.

By JOHN W. MERRIAM, of the Roycroft Segar Shop.

The commotion caused by the misconduct of the Senorita Carmen, cigarettemaker and mezzo soprano, is a familiar story to every operagoer. Less well known is the tale of the put up job arranged by certain operatives in the tobacco factory of the Italian regie at Piacenza, in 1885. Carmen threw up her job in the cigarette factory at Seville and went to breaking hearts. It was a happy circumstance that Prosper Merimee learned the story and that Georges Bizet read Merimee's book.

The trouble at Piacenza had naught to do with hearts. It was all politics; nevertheless the ladies, Piacenzan ladies, were mixed up in it. Hearken:

The old Spanish obsequieo, which, on our side the Atlantic shows itself in a cigar label in a picture of an actor, an actress, a statesman or anything else whatsoever, takes in Italy one form only. In that sunny land of vile "Virginias" the cigar made for the masses is always named after the King's prime minister. Thus, in Crispi's time Italians smoked Crispis, in the time of the Marquis di Rudini they smoked Rudinis. This method of naming cigars has been found by the politicians of Italy to be effective in keeping their names before the public, and ever so much less expensive than subsidizing newspapers, or running any other kind of a bureau of publicity. Some day Italy will turn out a minister who will know how to work this scheme for all there is in it. And you will admit, I think, that it has vast possibilities, for just fancy how popular a vote-seeking American could make himself, after whom, during a campaign, some friendly manufacturer should name a really good cheap cigar!

This story shows what can be done with a cigar to make an administration not only unpopular but impossible.

At the time in Italy with which this story is concerned the reigning "Virginia" was named after Signor Magliani. Everybody was smoking "Maglianis," and the factory at Piacenza was turning them out by the hundred-thousand. According to the American standard every Italian cigar is "fierce." The Italian "Virginia" is of the shape of a Pittsburg stogy, but thinner, with a straw down the middle, which is withdrawn before ignition to ensure draught. These "Virginias" are made of the cheaper grades of Kentucky and Maryland tobaccos. The best of them would sicken an American stomach, yet the Italians like them, prefer them to anything else excepting paper wrapped cigarettes, and even the King smokes them with relish. At least Humbert did. I am not so sure about his successor. His press agent hasn't begun to earn his salary yet.

MR. JOHN W. MERRIAM—AND ANOTHER.

In 1855 Italy was smoking "Virginias" just as at present. They were no better than usual, but all of a sudden they became inconceivably worse. They were the very worst ever. Signor Magliani had been uncommonly harsh, even for an Italian statesman, to the lower orders of the people. He had fought every measure proposed in Parliament for the betterment of their condition. Delegations calling upon him had found his doors firmly closed and their petitions returned to them unopened. The delegation sent to him from Piacenza chanced to contain in its membership certain of the cigarmakers employed at the state factory there. When they were turned away like all the other leaders of laboring men they felt the same sense of outrage that the others had felt, and on their way back to Piacenza they discussed their grievances in the wordy Italian way. As they talked they smoked. Smoked Maglianis. The fact that they were smoking cigars named after the heartless politician who had just "spat upon them"—the phrase was their own—might have escaped notice, for Magliani had been so long in power that "Maglianis" were by this time commonplace, had not one of the Piacenzans found himself out of cigars and under the necessity of asking a fellow delegate for one.

The moment the name was spoken everybody stiffened, and into the eyes of each there leaped the fire which is seen in human eyes only when a sudden promising scheme of vengeance is born. Then with one accord the Piacenzan cigarmakers chuckled. They wouldn't tell the rest of their fellow travelers what it was that caused their mirth. It was too sweet a secret.

All Italy learned what the joke was and laughed with the jokers very soon afterward. They laughed Signor Magliani out of office.

This is what the cigarmakers of Piacenza did to mark their resentment: As soon as they got back to the factory the word was quickly passed around—and it went straight to the heart of every man and woman operative in the establishment—that for the next four weeks "Maglianis" were to be made after a new formula. Outwardly they looked about as usual. They had the usual wrapper from Kentucky or Maryland, and the straw stuck out at both ends in the regulation way. But, holy smoke! what a stench filled Italy when they were lighted! A table d'hote kitchen on South Fifth avenue was a garden of roses in comparison.

An enterprising chemist at Florence instituted an investigation. He reported that he had found the following constituents in the new "Maglianis": a piece of lime, some powered gypsum, a quantity of humus, a piece of wood, and a piece of string.

Where is the smoker who would not kill a brand made up of such ingredients? Not even the Italians could stand the "Maglianis." They trampled them under their indignant feet, and they put an end forever to the public career of Signor Magliani.

And the successful schemers of Piacenza, maybe they didn't have a glorious time when Magliani was dismissed! Festa followed festa; they paraded, they danced, they got drunk. And after it was all over they returned quietly to the factory and made Virginias in the old way.

And the wrongs which Magliani had refused to redress? I'm sure I don't know what became of them, and I am equally certain that nobody in Piacenza ever cared to find out. They probably forgot all about them in the gratification of their vengeance. Most human beings are like that, I am told.

Next Week.—Chapter XXIX:—"When George Sand Painted Snuff Boxes for Bread," by Sam Seymour, of Seymour & Son.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

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DOHAN & TAITT,

Importers of Havana and Sumatra

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Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

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Importers of *Havana and Sumatra* AND Packers of *Seed Leaf* **Tobacco**

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Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

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DEALERS IN LEAF TOBACCO HAVANA

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BENJ. LABE JACOB LABE SIDNEY LABE

BENJ. LABE & SONS,

Importers of

SUMATRA and HAVANA

Packers & Dealers in **LEAF TOBACCO**

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LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

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L. KRUPPENBACH IMPORTED HABANA AND SUMATRA DEALER IN LEAF TOBACCO

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Broker in LEAF TOBACCO

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E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM,

No. 119 North Third Street, PHILADELPHIA.

IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

New York Leaf Board on Trusts.

The Board of Trustees of the New York Leaf Tobacco Board of Trade, at the meeting held on July 1, adopted the following resolutions:

Whereas, We are confronted in our business relations with a large corporation commonly known as a Trust; and

Whereas, While we appreciate the fact that combinations in trade, if devoted to the proper and legitimate aim of cheapening the production and the marketing of commodities in common use, are frequently an advance in business methods over individual effort, nevertheless we are unable to see anything but a menace to the welfare of the business interests of the country in the continued possibility of conducting the affairs of corporations so as to stifle competition, regardless of the loss devolving on all the parties concerned, in the effort to establish a monopoly; and

Whereas, We are satisfied that this policy of doing business for a long period at a loss would not, if made public, have the assent of the stockholders of these corporations; and

Whereas, Publicity, while working no harm to the legal conduct of the business affairs of a corporation, would aid materially in the enforcement of the laws now in effect relating to restraint of trade, and prevent the unfair and unprofitable management now so generally practiced in violation of these laws;

Be it Resolved, That we recommend that all corporations whose securities are offered to the public be placed under governmental supervision, similar to the supervision now exercised in the case of National Banks.

Max Schatz Goes it Alone.

Allie Mendelsohn and Ben Meyer have sold to Max Schatz, at par, the $44,000 worth of stock held by them in the Max Schatz Co., manufacturers of clear Havana cigars at 427 and 429 East 76th street, New York city, and Mr. Schatz will continue the business, which is said to be an exceedingly prosperous one, as heretofore.

The severence of the relations between Messrs. Schatz and Mendelsohn and Meyer is said to be an amicable one.

Mandelbaum Bros., attorneys, of 93 Wall street, drew up the papers for the parties concerned.

Simply Laid Off—No Strike.

Employes of the Red Wing (Mich) Cigar Manufacturing Co. recently presented a scale of wages which they desired. The company did not refuse to pay the advanced wages asked for, but, having quite a stock of goods on hand, decided to lay off their hands temporarily, or until their stock shall have become somewhat reduced, when it is hoped satisfactory arrangements can be made.

Obviously True.

Why does the President of the National Cigar Leaf Tobacco Association remind you of a lovely flower in a cloistered garden growing?

Because he is a rose-enwald.

Why does Joseph Hirsch & Sons' Canadian representative suggest to a thoughtful mind a lodge in some vast wilderness?

Because he is just a shack.

Coming Home.

Jos. Hirsch, of Jos. Hirsch & Son, will leave for New York immediately after the inscription in Rotterdam on July 9.

Sigmund Rothschild, of Rothschild & Bro., of New York and Detroit, sails for home on the Kronprinz Wilhelm in about a fortnight.

Gone Fishing.

Broker Sam Seymour, of New York city, accompanied by his wife, left on July 3 for a month's fishing at Gatineau, one hundred miles north of Ottawa, Canada. At Gatineau, Mr. and Mrs. Seymour will join Mr. and Mrs. Wm. J. Hazlewood.

Broker Fritz Jacoby will do his fishing at Portsmouth, N. H. He also left New York on his vacation on July 3.

Fromer vs. Ottenberg.

On motion of Wise & Lichtenstein, counsel for plaintiff in the case of Fromer vs. Ottenberg, the nature of which litigation was described in The Tobacco World two weeks ago, J. Warren Greene, a lawer of 20 Broad street, New York, has been appointed referee for the purpose of taking testimony.

George F. Young Dead.

George F. Young, senior member of the well known cigar and tobacco jobbing and retailing firm of Geo. F. Young & Bro., of Providence, R. I., died at his home in that city on July 1, of heart failure.

The deceased was in the fifty-seventh year of his age. The firm was one of the largest handlers of cigars and tobacco in New England.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

PHILADELPHIA

Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in ***Leaf Tobacco***

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of

Sumatra, Havana and Domestic

TOBACCO

B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

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Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**

WHOLESALE AND RETAIL,

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S. Weinberg, IMPORTER OF Sumatra and Havana. Dealer in all kinds of Seed Leaf **Tobacco**

120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE.

LOUIS BYTHINER,

Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.

Long Distance Telephone, 4048 A.

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S
Cinco
.Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

A-Zeno HAVANA CIGAR FACTORY PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Leberstein Bros.
Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Pent's TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

"Americanos" Cigars....High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

S. Ashner's New Light Sumatra.

The house of S. Ashner, 170 Front street, New York, desires the trade to know that it has a large stock of fine light Sumatra of the new crop, and that it will be pleased to show samples. David Heyman, of this house, returned from Amsterdam on the steamer Potsdam, on June 29.

S. Ashner will leave for home immediately after the last inscription of the spring season.

G. W. Muller, who represents S. Ashner in New York State, left for a visit to his trade on July 5.

The Southern Cigar Co.

Byron S. Ashley, Louis Lilly, and S. R. Dickinson have formed the Southern Cigar Co , to carry on the cigar business as jobbers and general dealers in cigars, with main offices at Valdosta, Ga. Capital, $10,000.

To Import Cubans.

Pamperin & Wiggenhorn, of La Crosse, Wis., have recently been hampered by strikes, and it is stated that the importation of Cuban cigarmakers is being seriously contemplated.

Kildow's Novel Plan.

W. H. Kildow, the well-known cigar manufacturer of Tiffin, O., has inaugurated a novel practice in dealing with his employes. In order to retain the services of his girl workers, he is offering a prize of a first class gold watch, with diamonds set in the case, to the girls who remain in his employ continuously for ten years. For the completion of fifteen years he will give a diamond ring or ear rings. One female employe recently completed ten years service, and received a watch.

Augustus Pollack Became Bondsman.

Augustus Pollack, a widely known toby manufacturer of Wheeling, W. Va., agreed to become bondsman for the labor agitators who were arrested at Fairmount, W. Va., as a result of injunction proceedings in the coal miners' strike of that State. He has for years been recognized as the workingmen's friend.

Off for Havana.

David H. Delmonte left on a short visit to Havana, on the steamer Havana, on July 3.

The Zimmer Co. Incorporated at Richmond, Va.

The Zimmer Company has been incorporated, with a capital of not less than $25,000 nor more than $100,000, to transact a general tobacco business. The principal office is to be at Petersburg, Va., and the officers are: President, Wm. L. Zimmer; Secretary and Treasurer Wm. L. Zimmer, Jr. Other members of the company are John Moyler, S. W. Zimmer and Samuel Burwell.

Kuhnen's Advertising Scheme.

The Nicholas Kuhnen Co., of Davenport, Ia., has issued a circular letter accompanied by a check drawn on the Citizens' National Bank of Davenport and made payable to the order of the intended recipient, for five cents, and signed Alphonse. The letter reads as follows:

MY DEAR GASTON: Permit me, my dear Gaston, to enclose you my check for a "Broker" cigar. You really must try one; they are most excellent. Signed, ALPHONSE.

New Factory in Minnesota.

W. S. Conard, of Stillwater, Minn., has opened a new cigar factory at Mankota, Minn. Mr. Conard has been extensively engaged in the jobbing trade at Minneapolis.

Leopold Schmid's Vacation.

Leopold Schmid, of L. Schmid & Co., sails next week for a vacation trip to Europe.

The Porto Rico Leaf Tobacco Company.

The Porto Rico Leaf Tobacco Co. has been formed by gentlemen connected with the American Tobacco Company, and is to be incorporated under the New Jersey statute with a capital stock of $300,000, $125,000 of which have been paid in.

The Porto Rico Leaf Tobacco Co. will grow leaf tobacco in the island of Porto Rico and will market it there and in the United States.

The Porto Rican-American Tobacco Company, of San Juan, P. R., owns fifty-two per cent. of the capital stock of the new company.

A Fine Binder Crop in Pennsylvania.

Tobacco inspector Frank Ruscher, of New York city, who returned a few days ago from a trip through Pennsylvania, says that the new crop of Pennsylvania promises to produce an uncommonly large and fine lot of binder leaf.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE.

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, P. O. Box 397. Cable: HIMML. Havana, Cuba.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

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No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JULY 9, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

VIII.

You are invited to read the most brilliant debate on government that ever took place. It occurred upon the death of the mad king Cambyses, and the murder, by Darius and six fellow conspirators, of the usurper Smerdis. The debate is from the sparkling pages of Herodotus, and the remarks of Darius, who, by the way, won the day, upon combinations of individuals in a republic, are especially commended to your attention.

Otanes, who spoke for a republic said:

"How can a monarchy be a well constituted government, where one man is allowed to do whatever he pleases without control? For, if even the best of men were placed in such power, he would depart from his wonted thoughts. For insolence is engendered in him by the advantages that surround him, and envy is implanted in a man from his birth, and having these two, he has every vice; for puffed up by insolence he commits many nefarious actions, and others through envy. One would think that a man who holds sovereign power should be free from envy since he possesses every advantage; but the contrary to this takes place in his conduct toward the citizens, for he envies the best who continue to live, and delights in the worst men in the nation; he very readily listens to calumny, and is the most inconsistent of all men; for if you show him respect in moderation he is offended because he is not sufficiently honored; and if any one honors him very much he is offended as with a flatterer. But a popular government bears the fairest name of all, equality of rights; and secondly, he is guilty of none of those excesses that a monarch is. The magistrate obtains his office by lot, and exercises it under responsibility, and refers all plans to the public. I, therefore, give my opinion that we should do away with monarchy and exalt the people, for in the many all things are found."

Megabyzus advised the Persians to intrust the government to an oligarchy, and spoke as follows:

"I concur with what Otanes has said about abolishing tyranny, but in bidding us transfer the power to the people, he has erred from the best opinion; for nothing is more foolish and insolent than a useless crowd, therefore it is on no account to be endured, that men who are endeavoring to avoid the insolence of tyrants should fall under the insolence of an unrestrained multitude. The former, when he does anything, does it knowingly, but the latter have not the means of knowing, for how should they know who have neither been taught nor are acquainted with anything good or fitting; they who rushing on without reflection precipitate affairs like a winter torrent. Let those, then, who desire the ruin of the Persians adopt a democracy, but let us, having chosen an association of the best men, commit the sovereign power to them, for among them we ourselves shall be included, and it is reasonable to expect that the best counsels will proceed from the best men."

The incomparable Darius delivered himself thus:

"In what Megabyzus has said concerning the people, he appears to me to have spoken rightly; but concerning an oligarchy, not so. For if three forms are proposed, and each of these which I allude to the best in its kind, the best democracy, and oligarchy, and monarchy, I affirm that the last is far superior. For nothing can be found better than one man who is the best; since acting upon equally wise plans he would govern the people without blame and would keep his designs most secret from the ill affected. But in an oligarchy, whilst many are exerting their energies for the public good, strong private enmities commonly spring up; for each wishing to be chief, and to carry his own opinions, they come to deep animosities one against another, from whence seditions arise; and from seditions, murder; and from murder it results in monarchy. And thus it is proved how much this form of government is the best. But when the people rule, it is impossible but that evil should spring up; when, therefore, evil springs up, mutual enmities do not arise among the bad, but powerful combinations, and this lasts until some one of the people stands forward and puts them down; and on this account he is admired by the people, and being admired, he becomes a monarch; and in this, too, he shows that monarchy is best."

And these remarks were uttered in Persia over 2,400 years ago!

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

The United Cigar Stores Co.

NEW YORK, July 5, 1902.

DEAR MEDICINE MAN:

Is it true, as stated in one of our dailies of June 24, that the American Tobacco Company is working with the United Cigar Stores Company in an effort to drive retail tobacconists in this city out of business?

CLERK.

The Answer.

It is altogether unlikely. The American Tobacco Company is not going into the retail business. The newspaper story to which my correspondent refers, states among other things that the American Tobacco Company "has guaranteed leases arranged by the United Cigar Stores Company." This is a gratuitous insult to the United Cigar Stores Company, which is a perfectly solvent corporation, and which therefore requires no guarantor.

Any corporation that should aspire to operate even ten per cent. of all the retail cigar stores in the United States would lay its sanity open to suspicion, for ten per cent in this instance would mean 100,000 retail stores, for of these there are altogether about 1,000,000 in the United States.

The United Cigar Stores Company is a large customer of the manufacturing corporations which have their headquarters at 111 Fifth Avenue, but it is also a large customer of the United Cigar Manufacturers, and of other firms and corporations engaged in the manufacture of smoking and chewing tobacco, snuff, cigars and cigarettes in this city and elsewhere. Its ambition appears to be to acquire and to conduct as many profitable retail cigar stores in New York city as possible. The same ambition animates the breast of Robert E. Lane, Anthony Schulte, The Waldorf-Astoria Segar Company, and others, each of whom buys the wares he thinks he can sell.

Daily newspapers of the "yellow" variety delight in barking at big corporations. They will call any one of them a trust on the slightest provocation. In their view this is "business," for it helps to "sell the paper." If any big corporation were to stoop to similar methods it wouldn't have a stockholder or a customer to boast of.

***

How to Prevent Mold on Cigars.

The following bulletin, recently issued by the Bureau of Plant Industry of the Department of Agriculture at Washington, comes in very pat as an answer to a question just received from "Isidor Hyman," of St. Louis, Mo.:

"The Department of Agriculture has received numerous statements from cigar manufacturers during the past year to the effect that great damage is caused by the appearance, especially during the heated season, of mold on cigars, either in the factory before shipment or afterwards in the shops of retailers. This mold has appeared, it seems, in a large number of factories, and has necessitated considerable expense to the manufacturer, in addition to the injury done his reputation among retailers.

"At the request of a large cigar manufacturer the office of Vegetable Pathological and Physiological Investigating, in co-operation with the Bureau of Soils, undertook a study of this trouble in its laboratories during the past winter. The outcome of such studies has indicated a probable source of the difficulty, and has led to the suggestion of a possible remedy. In the hope that the laboratory studies may be supplemented by adequate factory tests, it has seemed best to place the results thus far obtained in the hands of the manufacturers. The request is most earnestly made that the results of such tests be communicated to this office, in order that the adequacy of the proposed remedy may be known.

"Laboratory studies have indicated that the paste most frequently used in the manufacture of cigars, namely, tragacanth paste, is an excellent medium for the growth of many molds. Studies of tragacanth paste from cigar factories and from pharmacies have shown that all samples were well infected with the spores of molds, and in all cases, when proper conditions of moisture were supplied, the paste quickly produced a heavy crop of molds.

"Among the molds appearing on the pastes were present almost without exception those which were identified as the cause of molding of the cigars. Attempts to cultivate these molds on wrapper leaf

We Have a Fine Stock

OF

HAVANA TOBACCOS

to offer, including some Choice

VUELTA,

SANTA CLARA

AND

REMEDIOS

Now is a GOOD TIME TO BUY. The Prices are Right. You should look over our line and Satisfy Yourself.

LEWIS BREMER'S SONS,

Importers of

HAVANA and SUMATRA,

Packers and Dealers in

Domestic Leaf Tobacco

Nos. 322 and 324 North Third Street,

Philadelphia

Established 1825

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. NEW YORK CITY.
"Farragut"
Factory, Tampa, Fla.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

gave negative results, except when the leaf was covered with a thin coating of paste. This, and much more evidence which cannot be touched upon in this memorandum, seem to indicate that the source of the trouble lies in the paste used in fastening the wrapper.

"Laboratory experiments here have shown that when instead of water paste was made up with a saturated solution of boracic acid, the molds were unable to grow on this paste, and it is suggested that in factories troubled in this way a test lot of cigars be made in which such paste shall be used. Boracic acid is soluble in water in the ratio of one ounce of acid to twenty-five ounces of water.

"Since the acid is cheap and readily obtainable, it is suggested that only the best quality be used. To saturate the solution it is advisable to bring the water into which the boracic acid has been stirred to the boiling point, and then allow the solution to cool down. There should remain after cooling a slight sediment of boracic acid in the bottom of the container. This solution used instead of water in mixing up the paste, will, it is hoped, under factory conditions as well as in the laboratory, suppress these injurious organisms.

"Concerning the effect of the boracic acid on the smoker, and on employes who work with it, it may be stated that no alarm need be felt. The acid has no odor, is practically tasteless, and can in no way exert any deleterious action.

"It is hoped that those firms having trouble with cigar molds will thoroughly test this suggested remedy, and advise this office in case of either success or failure, indicating fully the manner of carrying out the experiment and its extent, conditions of weather and moisture of the air prevailing at the time. It will be very expedient, in addition to the use of this substance, to observe all possible precautions in the matter of cleanliness of apparatus used, table surfaces, and persons of employes

THE MEDICINE MAN.

Late News from Cuba.

Market the past week has been very animated and active, the business being well distributed and sales footing up to nearly 5,000 bales in all, with prices firmly sustained, the tendency favoring a rise for the old as well as new crops. Of the latter about 1,500 bales Partidos, as well as Vuelta Abajo factory vegas, were sold, but including in the former also the tail ends and picadura, suitable only for cigarette purposes. Fully 2,000 bales of new Partidos were contracted for early delivery, but are not included in the above mentioned 5,000 bales, as the remainder of 3,500 bales consisted of Old Remedios, Vuelta Abajo and Partidos. The new tobacco, with one exception, was taken by cigar factories here, while the old was all taken for export to the United States and Austria.

New Crop.

Vuelta Abajo.—Notwithstanding all that has been written and published before of the serious defects, it seems after all that there is a fair proportion of serviceable tobacco, both for factory filler purposes as well as heavier bodied goods for the North. The only question is how large the quantity may finally turn out to be? Everybody that knows something about this section agrees, however, that there will be virtually no wrappers to speak of this year, if dark colors continue to be unsaleable.

Partido.—Only very little remains unsold in farmers' hand, and escojidas are working as fast as the weather and number of hands will permit. According to the old Spanish system, not to commence selling until a packing is completed and the actual cost is known, many houses that have received a part already fight shy of naming any prices, and this undoubtedly has prevented a larger business from having been done up to date. However two or three prominent houses in the trade, knowing, through their long experience in packing tobacco, how they have to calculate the different grades and thus correspond to the actual yield, have been liberal sellers of all goods from the country, and by being thus able to turn over their capital quickly they may have been satisfied with a smaller profit.

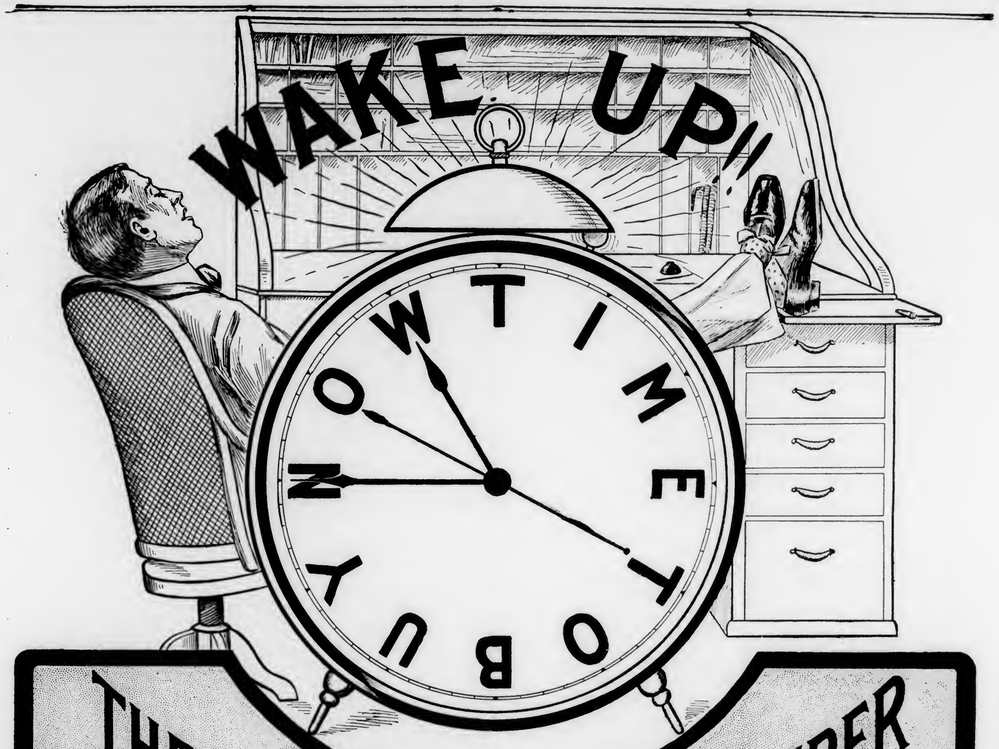
Remedios.—Reports continue very pessimistic as regards quantity and yield of clean goods, therefore, even if prices should rule low for the raw leaf in bundles, the good serviceable part of clean fillers may be proportionally very high. One small vega of the early cut which was packed and is now arriving in Havana, consisting of 109 bales in all, will give only 22 bales of clean fillers. Such a result is of course disastrous, if other vegas or packings should not give a higher yield.

Arrivals in Town.

Messrs. Ehrlich and Janover, of the Ehrlich Mfg. Co., of New York, Sol. Hamburger, of Hamburger Bros. & Co., of New York, and John T. Wardlow, of F. Garcia Bro. & Co., of New York and Havana.

Departures.

Louis Wertheimer left on Wednesday, via Tampa, for New York,



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BUYS LEAF FROM
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A LIVE PROPOSITION
In Domestic Fillers To-day:
La Aurora, Ohio Havana, Gebhardt,
Zimmer Spanish

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Cable:—Bauriedel, Habana.
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Cigar Department Manager, EDMUND WILL

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 **Office, 183 Water St**
Amsterdam, Holland. NEW YORK.

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Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

without having purchased anything, as far as known here. Messrs. Harry Ehrlich and Sam Janover left by the Mexico on the 6th.

Cigar Manufacturers.

Owing to the excessive humidity of the atmosphere last week, orders could not be executed rapidly, but as the weather has changed at last there is a prospect of greater activity to come. It is stated that the Henry Clay and Bock & Co., Ltd., will start in working the new wrappers July 15th, although of course the fillers will still continue to be of the last year's crop. This firm have given a check for $100,000 to one house for one purchase of tobacco this week. H. Upmann & Co. secured two large Vuelta Abajo vegas of the Temprano part (early cutting) and which are described as being of the best tobacco produced this year.

The Havana Tobacco Co.

The projectors of this company seem to have met with some difficulties here in carrying out their original scheme of consolidating the Henry Clay and Bock & Co., Ltd., Havana Commercial Co., and the H. de Cabanas y Carbajal Co. under the managership of Don Gustavo Bock, as the latter gentleman has peremptorily declined to accept this post of honor. Gossip has it that the price of $500,000 offered to Don Gustavo was refused by him. and that he demanded $2,000 000 to cancel or modify his ten years' contract with the Henry Clay and Bock & Co., Ltd. The final upshot however, is that each company will continue as a separate concern, under different managers.

The Havana Tobacco Co. is reported to have purchased 7,000 (common stock) shares of the Henry Clay and Bock & Co., which however does not give it the absolute control, as the voting trust is said to be vested in the preferred shares and also the owners of the debenture bonds, according to English law, it seems, that in order to get the voting power the Havana Tobacco Co. will have to purchase enough shares and bonds of the latter to accomplish their object. The question is, will it be able to do so? In the meantime, as Don Gustavo Bock has a ten years contract with the Henry Clay and Bock & Co., which is said to be drawn up without a flaw in it, he would be the arbiter of the policy of this company until 1912, unless he should reconsider his refusal to sell his right or modify his contract by amicable arrangements in consideration of a satisfactory stipulated sum. What the final outcome may be it is hard to tell, as after all it seems that it is only a question of money between the two opposing parties, although there is a great deal of talk of honor and not deserting his employes on the part of Don Gustavo Bock. The fact is, that the latter is very popular amongst all residents of Havana, and he has managed the Henry Clay and Bock & Co. to the extreme satisfaction of the shareholders, employes and all people who have been doing business with this company.

Leslie Pantin, although absent in the North, must have sent some orders from New York, as his representative here purchased some 200 bales of Remedios and 50 bales Vuelta Abajo fillers this week for prompt shipment.

Silveira & Co. were busy shipping goods purchased previously this week, and Don Fernando Cardenas tried to close some trades, which, however, on account of his low limits and the stiff tendency of our market, could not be clinched yet.

Walter Himml reports no sales, but is working hard to dispose of some old filler goods of Vuelta Abajo that he has on consignment, and as they are of good origin doubtless he will be able to announce this transaction next week.

Federico Bauriedel & Co.—Don Edmundo Will says he is getting more orders with each mail for cigars, which surely must be an indication that he attends to the business with zeal and knowledge of the brands, where the latter are left to his discretion.

Manuel Menendez Parra.—This old-established house, having been in business over twenty years, always had the reputation of packing the finest Santa Clara tobacco, and therefore it was no wonder that buyers were anxious to secure his escojidas and readily pay a few dollars more for them than for others that were less favorably known and less cleanly packed. Senor Parra is at present in Spain, as well as the silent partner, Don Pancho Garcia, who is so well and favorably known that it is superfluous to speak of him. The nephew of Don Manuel, Don Ladilao Menendez, is at present ably conducting the affairs, attending to the vast interests of supplying the Spanish contractors with their needs from here, and also furnishing the local cigar factories with which this house is connected with the choicest supply of raw material. This house has also some of the finest grades of Santa Clara Capaduras (old crop) for sale yet, but not being in need of money they have refused to sell at the ruinously low offers made to them, as they are firm believers that with the poor crop coming, buyers will appreciate fine old goods later on, and pay better figures next fall.

S. L. Goldberg & Sons are making a packing of Tumbadero tobacco in Alquizar.

Hamburger Bros. & Co., of New York, secured, through the energetic and conscientious Sol Hamburger some 500 bales of the choicest Vuelta Abajo, Partido and Remedios fillers.

Cano y Hno. sold this week 400 bales of new Partidos, including botes and picadura, and made a contract with the same local factory for 1,000 bales more to arrive from the country. Don Manolin says, he could have sold perhaps his entire escojidas of Partidos and Vuelta Abajo to arrive, but as this might be unfair treatment to his Northern friends, who have always relied upon this house, he is bound to take no advantage, and will reserve a fair share for them.

Jorge, P. Castaneda & Co. sold also about 400 bales of new Partido to a cigar factory here, and made a contract for future delivery from the country for 1,000 bales more to come. Neither will they neglect to protect their Northern friends.

Sobrinos de Antero Gonzalez sold some 1,250 bales of the old and new crop this week.

J. Bernheim & Sons bought some 1,200 bales of old Remedios and Vuelta Abajo fillers for their customers North.

Bridat Mont Ros & Co. purchased 500 bales, more or less, of old crop fillers for one of their business friends this week.

J. F. Berndes & Co. secured 600 bales of Remedios, very likely for the Austrian Regie.

Aixala & Co. sold out some 300 bales of old Remedios and Partido fillers.

Jose Santalla & Co. are making a packing of 2,000 bales of the best leaf grown in the Vuelta Abajo, in Consolacion del Sur, and from 500 to 1,000 bales of the finest Tumbadero leaf in Rincon. They sold some 250 bales of old Vuelta Abajo factory vegas to a cigar manufacturer here.

Bruno Diaz & Co. sold 250 bales

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We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
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Embossed Flaps, Labels, Notices, etc.

—TO THE—
Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.
Light, First size $3.50 per lb
Second size 3.25 per lb

Havana.
Very fine, First size Vueltas $1.20
" " " Remedios 1.10
Second size Vueltas 1.00
" " Remedios .90
All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.
Havana sizes 30 cents.
Cullman Zimmers 30 cents.
We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.
Finest Conn. Broad Leaf heads 35 cts.
" " " Seconds 28 cts.
Very fine Conn. Havana Seed binders 20 cts.
York State binders 16 cts.

Wrappers.
We are also offering the following in Conn. Havana Seed Wrappers:
The very best light, table assorted, First sizes 75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.
Medium Color Wrappers 40 cts.
Dark Wrappers 28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

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Almacenista de Tabaco en Rama
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La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Sreet 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

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The Thos. F. Williams Co.

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FRANK RUSCHER. FRED SCHNAIBEL.

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Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co; Corning N. Y: W. C. Sleight.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

of old Vuelta Abajo and Partido fillers.

Adolfo Moeller has bought some Partido of the finest growth in bundles in the country and is actively pushing his escojida along in Guira de Melena.

Suarez & Co., better known under the name of the factory, "La Flor de J. S. Murlas & Co., is to-day one of our first Vuelta Abajo factories in Havana, having besides branches in Byuacal and Santiago de las Vegas. Counting from the time of its foundation under the name of "La Flor de J. S. Murias & Co." by its late founder, Don Jose Suarez Murias, in Byuacal, a town eighteen miles west of Havana, it is now about twentyfive years old. The present managers are his sons, Don Eduardo and Don Aurelio, with a younger brother, Don Antero Suarez, who has a smaller interest. The chief markets for their cigars have been the United Kingdom and Germany, while the United States are beginning to appreciate more and more the excellent quality of their aroma, and orders are increasing, notwithstanding the high duties North. Their cigars are shipped, however, to every part of the globe where Havana cigars are consumed. The output of the factory averages 100,000 cigars a day, and including clerks and help getting wages by the month, the factory supports nearly 1,500 wage earners. Don Eduardo Suarez is the head of the house, a comparatively young man still, but he carries his responsibilities well. He is at the head of a concern doing a business in cigars of $1 500,000 a year. Don Eduardo has the able assistance of his two brothers.

The firm always carries a large stock of the choicest Vuelta Abajo to be had, and since it uses only this leaf in the production of its cigars, consumers of its brands are sure to get only the legitimate aroma of the best Vuelta Abajo grown.

Jorge, P. Castaneda & Co.—This well established leaf house has acquired fame and reputation almost from the start, away back in the nineties, for their square dealings, for they handle chiefly the best selected factory vegas of the Vuelta Abajo and Tumbadero districts, where they possess extensive farms of their own. Senor S. Jorge is constantly supervising the escojida in San Antonio de las Banos, while Don Y. P. Castaneda attends to the office in Havana, with occasional trips to the districts mentioned. The third member of the firm, Don Eleutesio Pascual, resides in New York habitually, only coming to Havana for a short trip now and then.

This firm is composed of Cuban gentlemen in the truest sense of the word. Their strict attention to business and their upright dealings have placed their firm on a sure and lasting basis.

Arrivals of Tobacco in Havana.

	Week ending June 28. bales	Since Jan. 1 bales
Vuelta Abajo	3,034	28,058
Semi Vuelta	272	1,096
Partidos	1,641	12,311
Matanzas	—	65
Santa Clara and Remedios	506	61,875
Santiago de Cuba	—	12
Total	5,453	103,417

Sumatra by the Ryndam.

The following consignments of Sumatra reached New York on July 6, by the steamer Ryndam from Rotterdam:

	Bales
E. Rosenwald & Bro.	298
A. Cohn & Co.	169
J. Hirsch & Son	77
F. & E. Cranz	72
S. Rossin & Sons	71
United Cigar Manufacturers	54
S. Ashner	39
G. Falk & Bro.	36
E. Spingarn & Co.	34
J. Holzman	32
Fourth National Bank	26
H. Duys & Co.	24
M. L. Henry & Co.	21
L. Friedman & Co.	15
Morris Jacoby & Co.	14
S. Dresdner	13
L. Peters & Co.	11
S. Auerbach & Co.	7
Company's General Agent	1
Total	1,014

The Inscription of July 4.

At the inscription in Amsterdam on July 4 prices were very high. American buyers took altogether about eleven hundred bales.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

MODERN Philadelphia Cigar Factory will make up from 20 to 30 M. cigars weekly for manufacturers or jobbers at cost and $1.00 per thousand for factory expenses. Modern equipments and capable management. Samples will be submitted. For particulars address MODERN MANUFACTURER, Box 123, Care of The Tobacco World. 5-21-tf.

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.

Price, $1.10, Postage Prepaid.

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AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

Among the Local Buyers and Sellers

A TRIPLE HOLIDAY.

Many cigar manufacturers of this city closed down on Thursday of last week and remained closed until Monday morning, some of them using the opportunity for stock taking.

ANOTHER SELLING OUT RUMOR.

The rumor that one of our largest cigar manufacturing establishments had been approached by the American Cigar Co., has been revived, but it is again strenuously denied.

IN THE OLD DOMINION.

E. Miles, with E. G. Steane & Co., is spending his vacation with his uncle, the well-known tobacco manufacturer, John Carroll, at Lynchburg, Va.

APPROPRIATE SEASON FOR PATRICK HENRY.

The Patrick Henry cigar is one of the most popular at all the parks. The trade on this brand is looked after by C. Francis Watkins, who also conducts a cigar store on Ridge avenue. Mr. Watkins had laid in quite a supply of fireworks for the Fourth and sold out completely. He says that the Patrick Henry cigar sell as well as the fireworks, and that he is meeting with elegant success.

JEFFERSONIAN BRAND.

J. Bayuk some time ago placed upon the market a new brand of cigars called the Jeffersonian, which is doing very nicely, and though it has been out only a short time it is almost his best seller.

NEW STORE BOOMING.

Joseph Way, who opened a cigar store at 1317 Market street last February, is doing exceptionally well, and declares his success is far beyond his expectations.

FRANK TELLER BACK AGIAN.

Frank Teller has returned from a successful western business trip. He reports trade in the west to be rushing and the prospects bright.

PUSHING THE MARCELLO.

The familiar face of Henry Ashburner is seen at all the leading stores of the city, exploiting the Marcello brand of Duncan & Moorhead. Mr. Ashburner is well-known, having been city salesmen for the above firm for years.

HAVANA SHORTS, AMERICANOS, NATURAL LEAF.

H. M. Weaver & Son are meeting with elegant success in this city and nearby towns, and are well pleased with the results obtained by their city salesman, "Doc." Server, on their Havana Shorts and Americanos. They are also doing very nicely with the Natural Leaf smoking tobacco of R. H. Fishburne & Co., for which firm they are sole agents in this city. They have placed packages of the goods at the different retail stores, so that their customers can have a sample smoke gratis

THOUGHT IT WAS THE HON. F. B.

A number of members of the cigar trade got quite a start the other day when a New York paper was circulated giving account of a quiet wedding in the Metropolis, wherein Frank Robertson was one of the contracting parties. Of course they reasoned that it was our own Francis B., of "Match-It" cheroot fame, and many were the remarks as to how sly he was in keeping the affair from the knowledge of his friends in the trade. But, he pleads "not guilty."

—M. S. Meyer & Co., cigar dealers of Milwaukee, Wis., have brought suit against nine insurance companies to force a satisfactory settlement of a loss by fire recently sustained by them.

—Leavitt P. Bissel and J. Sullivan, of Suffield, Conn., have invented a new leaf tobacco sizing device.

IN THE LEAF CIRCLES.

E. A. CALVES & CO.

Frank Dominguez, of E. A. Calves & Co., has received a cablegram from Mr. Calves, who is at Nice, Italy. Mr. Dominguez is preparing for a trip to Cuba, and Charles Martinez is making a tour of Pennsylvania.

DOWN TO BUSINESS AGAIN.

Charles Hipple, of Hipple Bros., returned from his wedding trip on Saturday night, and is now hustling for business.

SUMATRA FOR THE LOEB-SWARTZ CO.

The Loeb-Swartz Tobacco Co. has received a cablegram from S. Loeb, who is now at Amsterdam, announcing his purchase of 280 bales of Sumatra on July 4th for his house.

THE ACTIVE LABES

Benjamin Labe, of B. Labe & Sons, was on a flying trip through this state on Monday, while Sidney Labe, of the same house, is spending the entire week up the state in the interest of the firm.

FOR A WEEK IN THE STATE.

Oscar Boehm, of Bremer Bros & Boehm, started yesterday for a week's tour through Pennsylvania.

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ALUMINUM

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Signs that Advertise
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Our Goo-Goo 3-Cent Cigars

Have established the claim of **Superior Quality.**
They are especially good sellers with any dealers who have ever put them in stock If you don't carry a line, you should do so, in justice to your own trade.
Exclusive territory given Write for samples.

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LITITZ, PA.

A. K. MANN, Packer of **Leaf Tobacco**
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Pennsylvania Tobaccos a Specialty.

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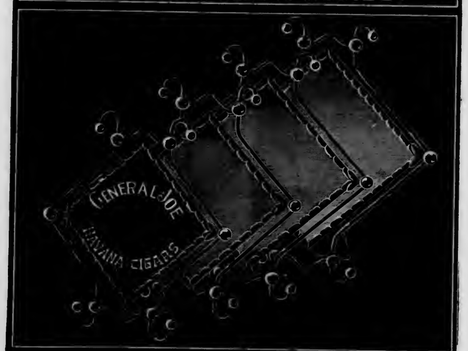

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PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	5 inch	7 inch	8 inch	9 inch
With Ads. Per 100	$55.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

ECKERSON'S GOOD TIME.

J. W. Eckerson, of F. Eckerson & Co, is finishing his third week in New York state, where he is meeting with much success with a desirable line of goods.

DOING WELL IN ST. LOUIS.

M. B. Arndt, with Julius Hirschberg & Bro., is spending the week in St. Louis, where he is doing exceedingly well.

HAEUSSERMANN'S UNIQUE PRICE CARDS.

About July 1st L. G. Haeussermann sent out a novel and unique price card contained in a folder, the one side of which was used for addressing, while on the reverse side is a picture of "Uncle Sam" in colors and it is so arranged that when the folder is opened the hat is raised. Inside the folder reads "The world takes off its hat to Uncle Sam." This is followed by a price list of the numerous types of tobacco handled by Mr. Haeussermann.

PHILAD'A LEAF MARKET.

The intervention of a double holiday has naturally curtailed the volume of business done during the past six days. July has, however, begun in a fairly satisfactory manner and indications now are that it will prove to be an averagingly good month.

Holders of Connecticut and other wrapper tobacco had no difficulty in interesting buyers, while good filler stock of all types has proven most available.

Sumatra has been selling only in moderate quantities, but transactions have been fairly numerous.

Havana is moving fairly well. A generally good feeling prevails, and prices remain firm.

EXPORTS.

London.—83 hhds.
Liverpool.—43 tons.

Bleike's Novelties.

W. T. Bleike, a wholesale cigarist at Houston, Texas, is a firm believer in the advantage of advertising in every possible way. He is the author of many catchy little novelties in the line of printed matter. His latest adoption, however, has lately been sent out to his customers. It consisted of a small leather case, containing a metal tray with a sliding cover of the same material and embossed in fancy figures. In the tray were two divisions; one contained a half dozen small pieces of adhesive plaster, while the other division was presumably intended for carrying postage stamps. No advertising matter of any kind was stamped on the tray, but on the leather case was stamped the following "ad" on the outside:

Smoke
BLEIKE'S UNION CIGARS
and Evade the Trusts.
THINK OF THE COST OF BEEF!
Nuff-sed.

On the inside under the flap, was printed the words:

1902 Success
Compliments of
BLEIKE'S WHOLESALE CIGARS,
Houston, Texas.
Uncle Roger, Ben-Adhem,
Clear Havanas, Puerto Ricans.
Every cigar warranted
Strictly Union

The Artful Bliggs.

"My love," said Mr. Bliggs, "this is our wedding anniversary."

Mrs. Bliggs beamed. "So it is!" she said.

"And it has been our custom to make each other a present on this occasion," suggested Bliggs.

Mrs. Bliggs concurred.

"Now I should like to offer a suggestion," said Bliggs, in an offhand way, "and it is this: as I am not good at selecting presents, suppose I make you a present of money instead!"

Mrs. Bliggs was delighted. Bliggs gave her £2.

Later in the day Mrs. Bliggs asked her other half what he would like best for a present.

"A box of cigars, my dear!" said Bliggs. "Those two pounds a box, you know, down at Smoke-em's."

Mrs. Bliggs brought them up after dinner, and it was only toward bedtime that she began missing something.

"Why!" she exclaimed, "Where's my present, my dear?"

"Truly, I don't know, my love," said Bliggs. "I gave you £2 this morning——"

But a curtain of charity hangs over the other chapter—which, after all, is quite another story.—Tit-Bits.

J. T. DOHAN Established 1855 W. H. DOHAN.

DOHAN & TAITT

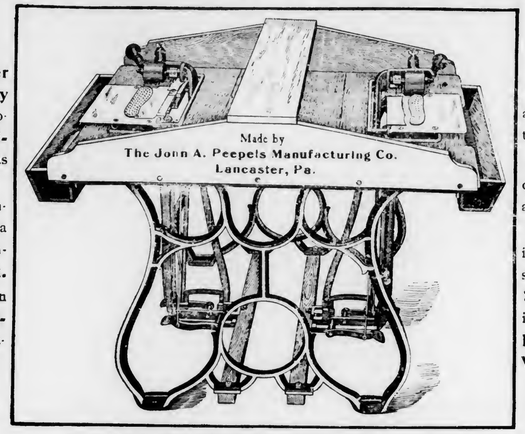
Direct Importers and Packers

TO THE FACT
That we are offering the Best Selections of
Imported and Domestic Leaf Tobacco
Wide Awake **"MANUFACTURERS"** *have already*
Discovered This.
If you are too busy to call, write for samples.

DOHAN & TAITT,
No. 107 Arch Street,
Philadelphia, Pa.

Warehouses:
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

Lipschutz's Business Proposition.

B. Lipschutz, manufacturer of the "44" cigar, which is meeting with a good local sale, some time ago publicly announced that his factory, which is on Filbert street near Thirteenth, was at all times open to the inspection of the public. This innovation proved a success, and was promptly followed by other advertising ideas which have been equally attractive and profitable. He has been advertising extensively of late in street cars and on the steam lines, and regarded the undertaking as a success. Recently, however, he issued a neat little brochure. It began with a picture of Mr. Lipschutz, opposite which was this paragraph:

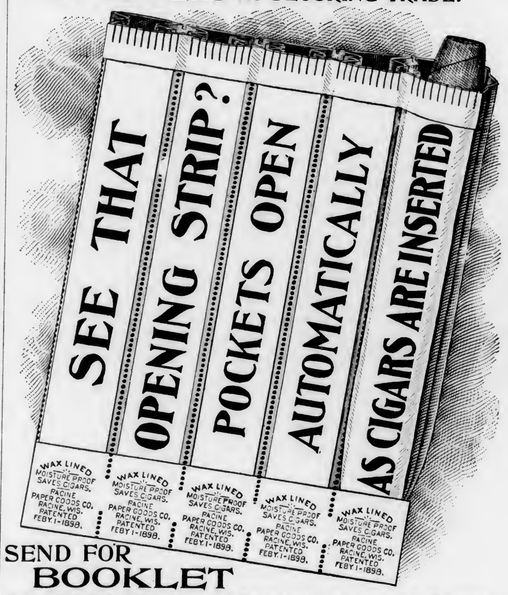
"This is a picture of me. I do not print it because I am vain, but as a business proposition. I want you to know me, and I want to know you.

Trade is based on confidence. To get confidence, it is necessary to know each other. I want you to feel that when you get a cigar with the name of Lipschutz on the box, it is a good one.

"My cigars are made by hand—every one."

The accompanying cut shows Mr. Lipschutz in the act of examining some goods made at his factory. It is said that his entire output is carefully examined by him before being packed and offered for sale.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR
BOOKLET
ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. **RACINE PAPER GOODS CO., Racine, Wis.**
COANE & PATTERSON, 105 S. 13th St., Phila. Reprsentatives.

Suction Machines a Success

There is no longer a question of doubt about the success of Suction Machines for Cigar Making. Their success is a proven fact, but the question of getting *THE BEST* is now the all-important matter. It has also been proven that

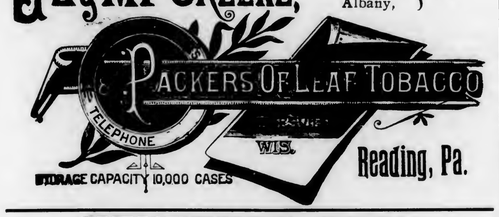
The Suction Tables offered by the Liberman Manufacturing Co. are the *MOST SUCCESSFUL*.

They have met the competition of other machines, and have been ***Adopted by Leading Cigar Manufacturers of the Country, in preference to other machines.*** Send for pamphlet.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,
223---5 South Fifth Street, Philadelphia, Pa.

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.



Reading, Pa.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers Havana, Matanzas and Mexico.

CIGARS	cases
G. S. Nicholas, New York	44
Park & Tilford, New York	37
B. Wasserman Co., New York	28
Acker, Merrall & Condit, New York	27
Duncan & Moorhead, Philadelphia	18
S. S. Pierce Co., Boston	13
M. A. Gunst & Co., San Francisco	13
Waldorf-Astoria Segar Co., New York	11
Geo. K. McGaw & Co., Baltimore	9
Calixto Lopez & Co., New York	5
Grommes & Ulrich, Chicago	5
T. Wright & Co., St. Louis	4
Lilienfeld Bros & Co , Chicago	2
J. T. Woodhouse & Co., Detroit	2
Goldberg, Bowen & Co., San Francisco	2
D. Osborn & Co., Newark, N. J.	2
Henry Straus, Cincinnati	1
L. Blumgart, New York	1
F. R Rice Mercantile Co., St Louis	1
Wood, Pollard & Co , Boston	1
Total	223
Previously imported	4,237
Imported since Jan. 1, 1902,	4,460

LEAF TOBACCO	bales
G. Salomon & Bro New York	395
J. Bernheim & Son, New York	229
G Falk & Bro., New York	221
Order, "E. M. G."	213
Order (mark not given)	213
Hinsdale Smith & Co., New York	173
Sartorius & Co., New York	170
Havemeyer & Vigelius, New York	100
Weil & Co., New York	100
Yocum Bros., Reading, Pa.,	84
Loeb-Nunez Havana Co., Philadelphia	53
Lichtenstein Bros., New York	50
Calixto Lopez & Co., New York	45
J. P. Castaneda & Co., New York	43
Hamburger Bros. & Co., New York	36
J. S. Gans & Co., New York	34
L. Friedman & Co., New York	32
L. Peters & Co., Detroit	30
C. de Arango & Co , Cleveland	27
S. Ashner, New York	25
S. L. Goldberg & Sons, New York	25
F. Miranda & Co., New York	16
Crump Bros., Chicago	15
J. Mendelsohn & Bro., New York	10
L. Wertheimer, New York	10
M. E. Flaherty, New York	6
Newgass & Greenhut, New York	5
Total	2,363
Previously reported	59,330
Imported since Jan. 1, 1902,	61,693

Pipe Smokers Live Longest.

Mrs. Cynthia Handrex, of West Monroe, was 100 last week and gave a picnic in honor of her birthday. She digs in the garden. She is outdoors all she can be. She eats three square meals a day, and sleeps like a top. Fortunate among women, she has never seen a railroad train, a steamboat or a trolley car. She went to Oswego once in her childhood, and that has been all her travel. On this birthday she recited "Thanatopsis." How has she educated herself to live a hundred years and more? Her system of training is simple. "I don't know why I have lived so many years," she says, "unless it is because I use tobacco. I have smoked a pipe since my forty third year three times a day." Memorandum for aspirants to longevity: At 43 begin to smoke a pipe three times a day. Cigars will not do. We have no prejudice against cigars, but the smoking centenarians seem to be pipe-smokers.—N. Y. Sun.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

Poor Cigarette Fiend.

HE.

If all the other fellows
Should, for some reason, die—
If we should wake to-morrow
To find that only I
Remained among the ladies—
If all the Susies, Sadies
And Mamies 'neath the sky
Should be at my disposal,
Should yearn for my proposal,
Ah; fair one, do you guess
That I would heed their pouting
Or, seeing them, stand doubting—
If you would answer yes?

SHE.

If all the other maidens
Should, for some reason, die—
If we should wake to-morrow
And find that only I
Remained to charm, to dazzle,
To give the boys the razzle
And make their money fly.
Do you suppose that Cupid
Would somehow make me stupid
Enough to answer yes
To a hollow-chested fellow
Whose fingers were all yellow?—
Say, take another guess.

—Chicago Record-Herald.

—The Equitable Cigar Co., of Hillsdale, Mich., have been incorporated with a capital of $5,000.

—The F. A. Franks Cigar Company has been incorporated at St. Joseph, Mo., by F A., W. A., and Harry Franks; Capital $5 000.

—The cigar store of Frank Dillings, Piqua, O , has been sold to L A. Zimmer, of Cleveland, O.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco is Chapter ....
Tobacco by Divers Hands is Chapter ....
Contributed by ....
Name ....
Street, ...
City ....
State ....

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

BROTHERHOOD CUT PLUG *Highest Grade*
Is now sold by over 600 Retail Dealers Strictly Union Made.
The Hoch Tobacco Co.
Office, 248 N. 8th St., Philadelphia.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

Seaboard Air Line Railway

Shortest and Quickest Route to

SOUTHERN PINES, HAMLET, CHARLOTTE, PINEHURST, CAMDEN, COLUMBIA, SAVANNAH ATLANTA, MACON, MONTGOMERY, and FLORIDA POINTS. NEW ORLEANS and TEXAS POINTS.

Double daily limited trains, leaving New York 12:10 a m and 12:55 p m. Through Pullman Sleepers, Ladies' Coaches and Cafe Dining Cars.

Mileage Tickets of this company's issue, sold at $25 00 for 1,000 miles, are good from Baltimore via the Baltimore Steam Packet Company's boats through Norfolk, and from Washington to all points on its lines in the South, including Tampa, Fla., Montgomery, Ala , and Atlanta, Ga., thus enabling the Tourist, Manufacturer, Farmer and Stock Raiser to travel at a greatly reduced cost.

Interchangeable Mileage Tickets.—In addition to the above mileage tickets, there are on sale at all offices of this company interchangeable 1,000 mile tickets sold at $25.00. These tickets are good over the following lines, with some slight exceptions noted therein:

Atlanta, Knoxville & Northern Ry
Atlantic Coast Line R R
Brunswick & Birmingham R R
Chesapeake Steamship Co
Georgia Railroad
Louisville, Henderson & St. Louis Ry.
Northwestern Ry of South Carolina
Richmond, Fred'cks'g & Potomac R R
Washington Southern Ry
Atlanta & West Point R R
Baltimore Steam Packet Co.
Charleston & Western Carolina Ry
Columbia, Newbury & Laurens R R
Louisville & Nashville R R
Nashville, Chattanooga & St. Louis Ry
Plant System
Seaboard Air Line Ry
Western Ry of Alabama.
Western & Atlantic R R

Seaboard Air Line Railway offer desirable locations to the Manufacturer, Home Seeker, Farmer and Stock Raiser; also special low rates.

Before deciding upon a location call on or write any agent of this company for full particulars.

W. H. PLEASANTS, Traffic Manager, 6-11-eow-2m

JOHN T. PATRICK, Chief Industrial Agent, Pinebluff, N. C.
W H. DOLL, General Agent Passenger Department, 1421 Pennsylvania Ave., Washington, D.C.

STAR OF TRADE CIGAR
Quality Commends THE **Star of Trade** CIGARS
Manufactured by **A. W. ZUG,**
We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging. East Petersburg, Pa.

UNION

BUTTS

Union Butts
Are Made Exclusively by
The M. H. Taylor Tobacco Co.
READING, PA.
Correspondence invited with Wholesale and Jobbing Trade.
Free Samples to Responsible Houses.

Quillo, 10c; Peekolo, 5c
PATENT APPLIED FOR.
JOS. KRAUS, Manufacturer,
535, 537, 539 E. 75th St., NEW YORK

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with
the Wholesale and Jobbing Trade.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

When you STRIKE
A Cigar of Quality, like the
Lady Mar 5c. Cigar
You'll Buy Again
Penn Cigar Co., Makers,
723 Chestnut St. Reading, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of Seed Leaf Tobacco
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

CIGAR MOLDS
We offer you the Best Vertical Top Cigar Molds at lowest price.
Full line of Cigarmakers' Supplies.
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

M. D. BOALES,
LEAF TOBACCO BROKER
Table Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher. Hopkinsville, Ky.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000 Factories: Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

The Wisdom of Mr. Wise.

At the thirty-second annual meeting of the National Board of Trade in New York city, the other day, G. Waldo Smith said, in the course of a discussion of a resolution pertaining to a proposed trade mark registration law:

"In answer to my good friend, I can only say that I really do not know much about trade mark law. Years ago I had two or three cases in litigation, as my friend, Judge Wise perhaps knows. There is certainly no higher authority on trade-mark law than Mr. Morris S. Wise, so far as I know and believe; and that would be conceded by all who know his work in that direction. It is a very remarkable thing—when lawyers usually find their profit in the ambiguity and uncertainty of the law—that we should find here a man of such public spirit, who makes his money and his living out of litigation and fighting over the trade-mark law, going, as he has with me, before Committees of Congress to try to get a plain and simple trade-mark law passed that will give everybody his rights, so that everybody will know just what his rights are. That is just what Mr. Wise wants. Whatever I have done, has been done under his influence and at his instigation. He has been working for this reform for twenty years."

New York Leaf Market.

Business in the New York leaf market last week had but four days to its credit, for Friday was the glorious Fourth, and on Saturday most of the leaf men gave themselves and their help an additional holiday. The present week opened more briskly than many which had gone before, and there is a feeling of animation in the market which promises well for the balance of the season.

Trade-Mark Register.

Mondian. 13,734.
For cigars. Registered July 1, 1902, at 9 a m by H.S.Souder, Souderton, Pa.

Buck Moon. 13,735.
For cigars. Registered July 1, 1902, at 9 a m by H.S.Souder, Souderton, Pa.

Mohave. 13,736.
For cigars. Registered July 1, 1902, at 6 a m by H.S.Souder, Souderton, Pa.

Owatta. 13,737.
For cigars. Registered July 1, 1902, at 9 a m by H.S.Souder, Souderton, Pa.

Cocolamus. 13,738
For cigars. Registered July 1, 1902, at 9 a m by the Fraternity Cigar Co' Reading, Pa.

El Dorado de Habana. 13,739.
For cigars. Registered July 2, 1902, at 9 a m by the Bon Ton Cigar Co., Reading, Pa.

Lord Haydon. 13,740
For cigars. Registered July 3, 1902, at 9 a m by Charles H. Sieker, York, Pa.

Lealand. 13,741.
For cigars Registered July 5, 1902, at 9 a m by R. H. Emerson, Minot, N. D.

REJECTIONS.

Prince Harold, Panola, Mineola, Osage, Wa Wa, Manoa, Meta, Mecca.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Black Coffee, Ghiordes, Flor de Rothenberg, Beloochistan, Escudo Escepcionales, El Cerritos, Little Spencer, Cebunola, Spencer Junior, Herbert Spencer, Pipina, Red Flyer, Red Singer, Lady Como, Prince Tuscan, Orbel, Renza, Juvenalis, Ada Nay, Muzio, Lord Turco, Tecora, Herminius, Legima, Gold Vase, Octoroon Girl, Jovial King, Irish Lad, Etjics, Calvin Titus, George the Fifth, Frank Work, St. Paul, Coliseum, Arthur P. Stanley, Luke Fildes, Victoria Mary, High Prince, Seven Kings Uncle Dudley, Provecho, Los Animosidad, Loeke, Robelais, Leibnitz, Bosnet, King George V., Victoria Mary, F. F. O. G., First Fruits of the Garden, Edward VIII., Eis Plants. Seven Kings, General Stannard, El Molinero, Tampa's Guarantee, Nutfield, O. M. M., Kittiwake, The Clyde Hobert, Brazoria, Bishop of Chess, Grocers Motto, Notora, De La Vano, Keola, Clubmen's Perfectos, Pennsylvania Special. A. M. Blair, Sin Jin, Russian Flyer, Quincy, Lyrello, Crystal Spring Park, Nick's Five, O, Let it Be Soon, Nachos, De La Vano, Keola, St. Pelee, Le Mars, Harvery's Best 5c Cigar, My Mavestate, Palma Cabinet, L S, L G., First Page, Miebis, La Romama, La Orinetal, The Fast Cigar, Old Fireside, Farmer Boy.

LANCASTER'S REPORT.

The purchases by several large houses during the past ten days have augmented the local transactions considerably, have had a good effect upon the market generally, and nearly all houses were benefited more or less.

The young plants are now making rapid progress. The warm rain of Thursday of last week, followed by warmer nights, has had a most wholesome effect upon the newly planted crop.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"
THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES
The BEST and Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
Manufactured by
E. H. NEIMAN, THOMASVILLE, PA.
E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of Loganville, Pa.
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

Shipping Station, East Earl.

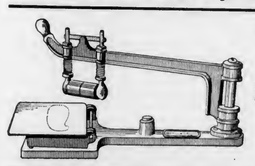
H. L. WEAVER. E. E. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers

Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.



The Invincible Suction Table

Provides everything necessary for the Finest Work. Drop a postal for circular.

WM. S. GLEIM, Lancaster, Pa.

J. K. PFALTZGRAFF & CO.

Manufacturers of High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands: "KENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."

H. H. MILLER,

Leaf Tobaccos

Light Conn. Wrappers and Seconds

Imported and Domestic

SUMATRA and HAVANA

Nos. 327 and 329 North Queen St., Lancaster, Pa.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.

IF YOU WANT

A Havana Cigar

that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the

Fleck Cigar Co., Ltd.

Reading, Pa.

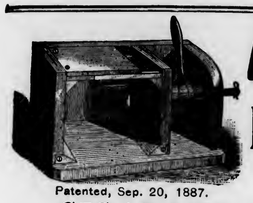
You may say there are few 5c. cigars that contain Havana, but remember

"The Eastern Buffalo"

IS ONE OF THE FEW.

WE MAKE STRICTLY STANDARD QUALITY GOODS.

A Sample Order Will Convince You. Try It.



Patented, Sep. 20, 1887.

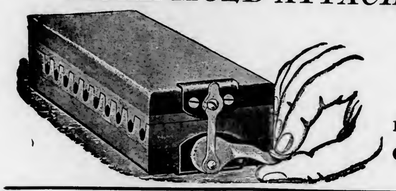
A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes** AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES: 150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Gottselig & Boas have abandoned the blue label and are no longer operating a union factory, the rules of which they claim became obnoxious and impractical.

H. L. Rathfon, on Marietta avenue, is reported to have sold out his cigar factory. He was operating a small plant on the union scale.

E. F. Law, the West End avenue cigar manufacturer, of this city, left on Monday morning upon a week's trip through the state, and will visit some of his principal customers enroute.

A. W. Zug, a manufacturer at East Petersburg, leaves this week for Minneapolis and other western points. He will visit the wholesale and jobbing trade exclusively.

The Lancaster Cigar Box Co has discontinued the manufacture of cigar boxes and is utilizing its entire factory in the manufacture of a newly devised letter file.

W. S. Bare is sending a representative to the west. He will carry an exceptionally fine line of Connecticut tobacco.

I. H. Weaver recently made some nice sales of his packings of Ohio tobaccos.

B. F. Good, of B. F. Good & Co., is preparing to leave upon a several weeks trip through the west, and will cover St. Louis, Kansas City, Chicago and Milwaukee.

J. E. Sherts, of J. E Sherts & Co., has just returned from a visit to some of his firm's distributors.

The new factory of M. Silverthau & Co., on South Duke street, is doing nicely, and about 100 hands are employed.

The Banner Cheroot Co. plant seems to be rather slack, and goods are being piled up.

Manufacturing in the vicinity of Akron is rather dull just now.

The output of cigars in this district during June, according to the report of Collector Hershey, has not been up to the average. It shows only 59 500.000 cigars as compared with the 71,000,000 in June of last year and 62,000,000 in May this year.

P. W. Fry leaves this week upon a business trip through th state.

Trade in Reading.

Vocum Bros., cigar manufacturers, report that their output for May and June was the heaviest since they have been in the business, and that every bench in their factory is filled at present. The demand for cigars has been far in advance of what had been expected. Workmen are making rapid progress on the large addition to their factory It will be six stories high, and will be complete in every detail In creasing business necessitated the extension. The foundations have already been laid, and the contract for the main building was awarded last week. H. S. Head is the architect.

Most of the factories here shut down over the Fourth and remained closed until Monday morning, giving the employes a three days holiday.

John J. Eshelman, the leading cigar manufacturer at Mohnsville, was in Reading looking for additional hands. He says they are hard to get, and that he could use at least a half a dozen or more. He is very busy at present.

Paul A. Russell, who recently started a cigar factory at 446 North

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463

CAPACITY 25,000 PER DAY.

ESTABLISHED 1871.

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop

Write for Prices and Samples.

East Petersburg, Pa.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

9th street, introduced two popular brands to the public last week styled the Northern Light and Universal. He is pleased with his success thus far.

Cigar manufacturer John J. Roth received an order for 25,000 of his Union Call brand from a Toledo, O., firm. Mr. Roth's factory is one of the busiest in the city.

Alfred Graver, the popular proprietor of the Bon Ton cigar store at Boyertown, has disposed of his business place to accept a position as foreman of Eisenlohr & Bros.' factory at that place.

Morris Kroninger, a Philadelphia cigar manufacturer, was at Hamburg, looking up an avaliable site to erect a branch factory. He secured several options.

H. S Hossler, cigar manufacturer at 9th and Elm streets, returned from a business trip to Schenectady, N. Y. While there he instituted a new P. O. S. of A. Commandery, he being Commander General of that Order. He combined business with pleasure, and secured many orders for his goods throughout New York state.

Miles C. Bressler, of Meckville, has filed a bond with Collector Cranston here for a cigar factory which he will start with a dozen handsat Meckville in several weeks His factory is now being equipped.

A. S. Orth, of the Post Office Cigar Store, has put several additional hands to work. He is pleased with the trade outlook and enjoys a large run on the Pompey cigar. He will place several new brands on the market in the fall.

Cigar manufacturer Valentine E. Wilk, who recently moved into his new property at 100 West Oley street, opened a retail cigar store in connection with his manufacturing business. A handsome new open front has been placed in the building, and the store room furnished with handsome oak fixtures, show cases, etc. Mr. Wilk greatly enlarged his factory with a brick addition in the rear, and expects to double his capacity. His leaders are the Germania and Allegheny.

Latest News from York, Pa.

Contrary to anticipations, the improvement in the trade handling the better class of cigars continues, while the demand for the cheaper lines seems to decline.

The repeal of taxes which occurred July 1 was the cause of a great many manufacturers being present in the city, in order to register as required by the new law. A number of them were not familiar with the new arrangement, and came prepared to pay the usual tax. It is needlees to say the surprise was agreeable.

The unused portions of the York Paper Box Co's plant are being utilized as a packing place by S. L. Johns. The tobacco has been arriving during the past week in great quantities, and is being handled by R. Zech, of this city.

A number of local manufacturers closed over the 4th until Monday, among them being Myers, Adams & Co, J. K. Pfaltzgraff & Co., Herman Warner & Co., and the Paragon Cigar Co.

I understand that Edw. Levison, recently visiting this territory in the interests of A. Cohn & Co., New York has been transferred to the western trade, and his many friends here to whom Eddie had become very agreeable, will miss him much. His place will be filled by his cousin Edw. Levison, formerly with G. Falk & Co., New York.

The factory of G. W. Gable, at Windsor, Pa, has been closed over the 4th and the two succeeding days for the first time in a number of years

Representative at Corning, N. Y.

W. C. Sleight has been appointed the representative at Corning, N. Y., of Ruscher & Co., the well-known tobacco inspectors and weighers of New York city.

L. E Shaffer, a cigar dealer at Akron, O., has left that city and his present whereabouts are unknown. His place has been taken charge of by Lyle D. Cook who held a mortgage on the premises. Temporary financial difficulty is supposed to have been the cause of his disappearance.

The New Wisconsin Crop

Says the Edgerton Wisconsin Tobacco Reporter of June 27:

"The present week will practically close the planting season for another tobacco crop It is so rare that transplanting closes before the end of June that the fact is worthy of record. Growers can not recall another season when the work was done under more favorable conditions, when both weather and soil were so nearly perfect to secure so full and complete a stand of living plants in the fields. The plants take root so quickly that they scarcely stopped growing in being transferred from the beds to the fields. The result has been that there is scarcely a missing plant in the largest fields and an even start is secured throughout. The proportion of early set tobacco is much larger than in former years, all of which is looking splendid at this writing. Under ordinary conditions the early setting of the crop would mean an earlier harvest than usual, which seems likely to crowd in on other farm work at a time when extra labor may be difficult to secure. The full intended acreage is out in all sections and the biggest crop ever planted in the state is now in the fields."

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Everything remains very quiet here in the valley. We only hear of the condition of the growing crop, the lack of warm weather, and extraordinary cold month of June. But, for all, tobacco is making a good growth, where free from unusual conditions. Many acres have bean harrowed or plowed up, some on account of a mixture by a strain of Sumatra, while others set to Sumatra under shade has for some unaccountable reason blossomed out when only about a foot high, and others affected by rot at the base of the stalk, thus destroying the plant. How extensive this trouble is, we don't know; however, it is of a very serious nature. It is to be hoped that the matter will be probed thoroughly and the cause ascertained and given to the public.

The weather has been unusually cool and snow is reported to have fallen in the southern part of Vermont, so as to make the hills look white as late as June 26, while last year we were having it so warm that many deaths occurred in consequence of the heat. There is but a small quantity of last year's crop of tobacco in the growers' hands.

Our correspondents write:

Hinsdale: "The tobacco in this town is mostly set, and some of it has been hoed. Plants were in great plenty, cut worms are not abundant. We have had the finest weather for transplanting that I ever knew."

North Hadley: "The condition of the tobacco crop was never better at this season of the year. The stand is good and very even. And the growth is at least ten days in advance of last year. About the same average. Only two lots in growers hands."

Suffield: "The Olds and Whipple's tent tobacco has been thus far somewhat of a failure. Many plants grew about a foot high and blossomed out, and a great deal of it, after getting well started rotted off at the roots. The orders from headquarters were, turn the whole crop under, and reset if plants can be obtained. And I hear that thirty acres have been reset with new plants, and hoping for better results."

Sunderland: "No sales of tobacco. Tobacco grows slow on account of cool weather. But it has got a good start, and the plants are quite stocky.

The tobacco growing under cloth is about twice as large now as that growing in the open air. No cutworms here this year."

Conway: "It looks as if the tobacco crop would be late this year, the weather has been so cold. It has all started well, but only one field was troubled with cut worms. Brainard S. Graves & Sons have a piece of about two acres that is looking finely. There are two crops here that are unsold, J.B. Packard's and H. T. Newhall's."

Whately: "Victor D. Bardwell has sold his 1900 crop for 17 cents through, and probably his 1901 crop, if it has sweated without damage, at the same price. It was to be sampled June 30. The crop here is looking well and as yet there is no damage. Cut worms not very troublesome. If we could have some warm weather it would grow apace."

Amherst: "Our tobacco crop is looking much better than one could suppose it was possible for it to look on accout of the cold and dreary weather we have had. The stand was never better. The acreage fully up to the usual amount."

South Deerfield: "The cool weather has retarded the growth of tobacco some, but the fields, with very few exceptions, never were better stocked or started so evenly. No doubt we shall have extremely hot weather very soon, and the crops will grow quickly; such growth gives a good quality. Buyers are hunting out every pound of old goods and paying a little better prices. A New York house has

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

J. M. McGUIGAN
5 CENT BRANDS
Light Horse Harry
El Catalenia
Cesarito
Indian Pride
MANUFACTURER OF AND WHOLESALE DEALER IN
ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

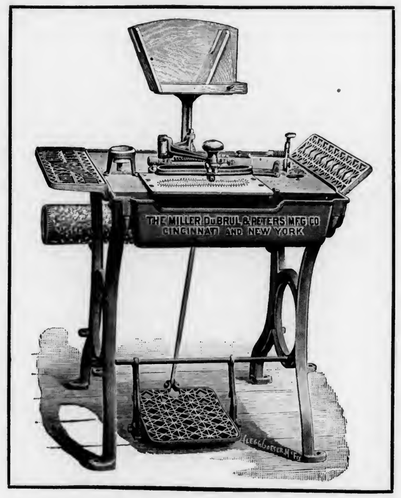
A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

WE WISH YOU WOULD TRY

We have been advertising the DuBrul Dieless Suction Table pretty thoroughly and no doubt you have read some, if not all, of our statements and arguments in regard to it.

You may think you see some objection to this table; you may think there are some reasons why you do not want it, or cannot afford to have it; it may be that in your mind there are some objections to this table, which you think are strong enough to warrant you in rejecting it; it may be that in your opinion that you can point out some reasons why this table is not a necessity to you. We wish you would try. Nobody has succeeded in doing it so far, although some people have tried.



The chief reason why more cigar manufacturers do not keep pace with modern methods and facilities is that they are not fully informed about them.

We want you to be fully informed about the DuBrul Dieless Suction Table.

Probably your opinion of suction tables is already formed, and it is more than possible that you object to it on account of the dies, rollers, and accompanying makeshift mechanism, which have always been so serious a disadvantage. Do not allow this prejudice to influence you against our new table.

We have overcome every difficulty, removed every obstacle and now have a perfect table in every sense of the word.

A little circular knife does the cutting, and does it better than rollers and dies could ever do it. This knife is easily kept sharp and replaced, never needs adjustment. It always gives a good, clean edge to the wrapper. That makes it good for "Clear Havanas." There are no rollers for the wrappers to get mashed by or tangled up with. The rolling is done on a clear open surface without any obstructions, as the cutting mechanism swings up completely out of the way.

The picture of this table gives you a pretty clear idea of it, but if you want to be informed fully upon every detail, write for a copy of our new booklet on this subject. It will make interesting reading for you.

If you want information about the best Die Table, we can give it to you.

We make the best of that kind, too, and you can see both kinds at our offices.

Ask us for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

had two buyers, and buying new crops at 12c to 20c; about 500 cases were bought in two weeks. I still hold about 300 cases of the 1901 crop, and find it is getting through the sweat without damage."—American Cultivator.

—

BALDWINSVILLE, N. Y.

Well posted local dealers inform us that there is very little old tobacco in the hands of the growers in this section and one well-known dealer states that he is surprised at the small amount of the 1901 crop outstanding. Old tobacco is certainly a scarce article, yet there are a few good crops unsold. Among the old packings in storage here is the N. Sheldon packing of 75 cases 1898 Little Spanish, which is still held by the Sheldon estate. The short grades have all been sold out, leaving one of the finest packings ever put up in this section. These goods were packed entirely for filler purposes and the packing is now composed of 14 and 16 inch B's. A. Heinke, representing Charles R. Goldsmith & Co., of New York, has recently purchased 5 cases of 1901 of John Weller, of Cigarville, for 9c, 6 cases of Frank Allen, of Belgium, for 9c, and 9 cases of E. B. Palmer, of Oswego Falls, at p.t. H. Whitelow, of Binghamton has also been in the field, and is reported as having picked up several old crops. J. W. McCrea, of Port Royal, Va., was in town Wednesday and stated that he had bought two good crops of 1901 for a Richmond firm. The growers are very dubious over the prospects for a good crop this year. The unfavorable conditions prevailing throughout the month of June still continue, the plants are small and the crops already set are backward. The acreage this year will undoubtedly be considerably below the average.—Gazette.

—

EDGERTON, WIS.

With the completion of the transplanting of the new crop growers are now turning their attention to its cultivation. An unusual amount of wet weather of late has delayed this work somewhat, though the young plants are making phenomenal growth all the time. It is questionable if the crop ever looked more promising at this date or gave promise of an earlier harvest.

Sales of cured leaf from first hands is now confined to only occasional transactions. Most of the packers have closed up the work of the season and little is doing about the warehouses in any of the centers.

A general complaint of a dull market for old leaf is reported both among local packers and in the eastern markets. The important item of the week is the sale of 1,218 cases of the wrapper grades of S. B. Heddles' northern packing to Sutter Bros. A single sale of a car lot of low grades is the only feature of this market.

Shipments, 2005.—Reporter.

—

HOPKINSVILLE, KY.

M. D. Boales.

This week the banner sale of the year 1,199 hhds. a large part of good and fine leaf to Bremen and Austria. Sampling of the Regie Lugs and nondescript Leaf of about 500 hhds. which appears in receipts but not in sales, brings the actual stock on sale down to about 3,500 hhds, and the year only one-half gone. Receipts nearly all in warehouses, and the irregular crop in stand and lack of plants making estimate three quarters of average, states situation. The tone of the market is steady to firm on all grades

Lugs-Com. 4¼ to 4¾c; Med., 4¾ to 5¼c Good, 5¼ to 5¾c Fine, 5¾ to 6¼c.

Leaf—Com., 5¾ to 6¾c; Medium, 6¼ to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

Bremen Spinners, 6½ to 10c; Cigar Wrappers, 7 to 11c; Plug Wrappers, 8 to 12c.

MONTHLY REPORT—JUNE.

	1902	1901
Receipts for month	1,700	21,75
" " year	10,540	9,675
Sales for month	5,182	2,332
" year	6,631	6,703
Shipments for month	2,270	2,452
" " year	7,116	8,373
Stock on sale	5,953	3,437
" sold	1,509	1,422
" on hand	5,462	4,559

Receipts for the week, 355 hhds; year, 10,730. Sales for the week, 1,199; year, 7,081; Offerings, 396; Rejections, 66.

—

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in June were	3,368	Hhds.
Sales " " "	4,111	"
Shipments in " "	5,536	"
Total stocks July 1	7,354	"

A reduction of 1,744 hhds during the month. Unsold stocks July 1, 5,687 hhds; buyers' stocks, 1,667 hhds.

Our receipts this week were 506 hhds; offerings on the breaks, 964 hhds; sales, 758 hhds.

The quality was poorer but the market active and strong for decided quality. Lugs continue firm.

We have had showery weather and the last replantings have been made.

The weather is again hot and dry.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.25 to 6.25
Common Leaf	6.25 to 7.00
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00
Selections	12.50 to 14.00

Philip Weinrich, aged 69 years, who has been a wholesale tobacco dealer for thirty-five years, died recently at his home in Chicago. He came to America from Germany in 1850. At the time of the great fire in Chicago, he was engaged in the wholesale business on South Water street, and lost all he had.

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

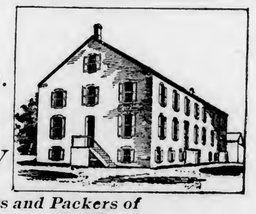
D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana **CIGARS**
Made exclusively of the Best Old Re-Sweated Cigar Leaf Write for Prices.
Mount Joy, Pa.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 5,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up-to date

CIGAR MOLD SHAPES
and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U.S.A.

Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty ***CIGAR RIBBONS,***
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

NEWS NOTES.

Thos. Roberts is opening a new cigar store at Ashland, Ore.

J. A. Spencer has bought the J A. Renfro cigar store at Buckley, Wash.

Otto Schiller, cigar manufacturer at Anaconda, has removed to Phillipsburg, Wash.

McDonald & Becon is the name of a new cigar manufacturing firm at Bessemer, Mich.

The Havana Cigar Company has been incorporated at Cleveland, O., with a capital of $50,000.

Sam Goldberg, has purchased the Brunswick Cigar Store, at Kalamazoo, Mich., from M J. O'Neill.

Jas. P. Warton, of the McClelland Cigar Co., of Atchison, Kan., was accidentally shot and killed recently.

Fred Whippo succeeded to the proprietorship of the Weidrich cigar factory at Marysville, Kan., on July 1st.

Chas. O'Malley, has re-entered the cigar manufacturing trade at Ottumwa, Ia., and will rejuvenate the "Ki Ki" brand.

The tobacco warehouse of Joseph Endress, Jr., at Germantown, O., was destroyed by fire recently, causing a loss of $15,000; insured.

D. B. Sheehan, a tobacco dealer at Utica, N. Y., has filed a petition in bankruptcy, giving liabilities at $1,807.72 and assets of $564.55.

The Wilkins cigar factory, at 229 Collinsville avenue, East St. Louis, Ill., was burned out recently. A large lot of cigars and furniture was ruined.

The Kendall cigar factory at Delphi, Ind., is again in the control of Geo. E. Kendall, who has purchased the interest of Mr. Crowell in the business.

Wm. M., Jenkin E. and John W. Davis have formed a copartnership under the firm name of Davis Bros., at Oskaloosa, Ia., to do a general cigar business.

A new cigarette selling license has been promulgated at Louisville, Ky., requiring the payment of a fee of $10 to sell at retail and $100 for a wholesale dealer.

Harry O. Schmidley, has purchased the John Soulman cigar factory at Janesville, Wis. Mr. Soulman will devote his entire time to the leaf tobacco business.

George E. Cox has purchased the Centre Cigar Store, of Goodacre Bros., at Hartford Conn. Mr. Cox was for fourteen years with F. H. Crygier, and has a host of friends in the trade.

The Dolina Co., New York, has been incorporated, with a capital of $5,000, to manufacture tobacco and cigars. The directors are: Frank Boultbee, Montclair, N. J., R. J. G. Lewis and H. V. Buck, Brooklyn, N. Y.

F. M. Coon & Co., cigar manufacturers at Brookings, S. D., have dissolved partnership. The bnsiness interest of Fred M. Coon has been purchased by Bert Matson, who will continue.

Wm. D. Linder, a tobacco broker at Pekin, O., recently filed in the United States District Court at Cincinnati, a petition in voluntary bankruptcy. His liabilities were given at $3 331.03, with no assets.

The Porto Rican Leaf Tobacco Co., to grow and manufacture tobacco, has been incorporated with a capital of $300,000. The incorporators are: Lewis Tora, M. L. Whebbee, and W. R. Journeau, Jr., all of Jersey City.

LATE REVENUE DECISIONS.

A Stockholder as a Surety.

In reply to an inquiry as to whether a stockholder of a manufacturing corporation can become a surety for the company, the Commissioner has ruled that if the surety is solvent and the security offered thereby is sufficient, the fact that he is a stockholder in the company would be no bar to his acceptance as surety for the company; and, further, that whether an individual stockholder of the corporation shall be accepted as surety on its bond is a matter that is left to the discretion and responsibility of the collector under his own bond.

Plug Tobacco Packages.

The Commissioner has had occasion to rule that manufacturers of plug and twist tobacco are privileged to put up such tobacco in wooden boxes of any size, and that on a 3¾ pound package can be used a stamp of the denomination of three pounds, and a smaller 1 ounce stamp with 11 coupons attached, representing 12 ounces, the two stamps and coupons representing 3¾ pounds, the stamps to be canceled by the name of the manufacturer and the date of use being plainly printed on the stamp, and the further cancellation by the use of a steel die.

Transfer of Tobacco by a Manufacturer.

A firm manufacturing both tobacco and cigars, but desiring to discontinue the manufacture of smoking tobacco, and having on hand a small quantity of unstamped manufactured tobacco, unfit for use as smoking or chewing tobacco, asked permission to transfer the same to a manufacturer as material to be used by him in making cigars. The office decided that the tobacco could be transferred in bulk with-

A Whole Building on Broadway
less the ground floor (5 floors) just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES Gold Leaf Embossed Work
of Every Description
A. Kauffman & Bro., York, Pa.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

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CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

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SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

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Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
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STRICTLY UNION-MADE GOODS

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Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

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MANUFACTURER OF
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CIGAR LABELS
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TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Reduced to $2.50 per lb.
550 Times Sweeter than Sugar.
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

out payment of tax to the cigar manufacturer, as requested, provided the collector found that it would not, in its present condition, if offered for sale, bring a price equal to the tax due and payable thereon if sold as a manufactured smoking tobacco; and he was authorized to issue a permit on Form 100 and describe the same as tobacco in process of manufacture, that quantity of tobacco being transferred from the manufactured, of the retiring firm to the account of "tobacco in process of manufacture," and transferred as scraps or cuttings.

—

Individuals and Bonding Companies as Surety.

A manufacturer who inquired whether a collector could insist on a manufacturer providing a surety or guarantee company as surety, and whether he had the right to reject the bond when persons other than surety companies are offered as surety, was advised that while a collector may accept qualified surety or guarantee companies as sole surety on the bonds of manufacturers, his rule in that respect cannot be mandatory; and it is anticipated that if a manufacturer presents a bond to the collector in such penal sum as he may require, and the makers of the bond are solvent and the security offered is sufficient, the bond will be accepted; and, further, that Collectors of Internal Revenue are charged with the responsibility, under their own bonds, of accepting and approving such bonds, which must be satisfactory to them, and they must determine whether the security offered in any case is sufficient.

—

Manufacture of Cigars for One Manufacturer by Another.

The Commissioner has recently ruled that a cigar manufacturer who is assigned a registered factory number for the place mentioned in his statement, Form 36½, and described in his bond, Form 71, is not privileged under the Regulations, No. 8, page 66, to operate more than one factory within the same limited and described factory premises, nor to have more than one factory number for the same premises; therefore manufacturers can not manufacture cigars and label and brand the boxes as having been manufactured under the registered number of some other qualified manufacturer of cigars and, further, than any violation of the provisions of sections No. 3383 and 3397 of the Revised Statutes relating respectively to labeling and branding boxes containing cigars should be reported to the collector or deputy collector for the district in which such alleged violations have occurred.

Manufacturers' Accounts.

A manufacturer of cigars made application for permission to report on his monthly return, Form 72, at the close of each month, the number of tax-paid cigars on hand at the factory and stamped, and the value of all unattached stamps on hand including those that have been attached to the boxes, and then on hand, and which have never been removed from the factory, but the office decided that the reasons given were not sufficient to warrant any change being made in the manner in which manufacturers of cigars are required to enter daily in Book 73 the number stamped and reported as sold or removed from the factory; and that no change will be made relative to the manner of reporting the value of unattached stamps at the beginning of the month and those used during the month and those remaining on hand at the close of the month. It was advised, further, that all cigars made must be accounted for daily on Book 73, and properly boxed, labeled and stamped, that if a number of cigars have been they must be reported on Form 72 and Book 73 as "cigars sold or removed." The stamps, having been affixed to the boxes can not be reported and accounted for as "unattached stamps on hand."

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Subdivision Packages of Tobacco.

A manufacturer submitted for approval a pasteboard box, properly marked, labeled and stamped with a sixteen ounce smoking tobacco stamp, and containing one pound of cut plug tobacco, in thirty-two half ounce subdivision packages, each consisting of an unsealed light paper wrapper, bearing the brand name and the words, "this is an authorized subdivision taken from a properly stamped package." He was advised that as the subdivisions in the aggregate contained sixteen ounces of tobacco properly labeled, branded and stamped, similar packages could be used for packing his several brands of cut plug smoking or chewing tobacco. It was suggested that the manufacturers are not privileged to break a stamped statutory package of tobacco for the purpose of distributing the contents to other unstamped packages or for distribution to consumers through the mails from the factory; but such statutory stamped packages containing approved subdivisions can only be broken after the original package, as labeled and stamped by the manufacturer, has been removed from the factory premises; and thereafter the manufacturer's agent or salesman, or a dealer in tobacco, will be privileged to distribute the subdivisions to consumers directly from the stamped package; and that when the stamped box containing the tobacco is emptied the stamp must be immediately destroyed.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER OF PIPES & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF CIGARS, FANCY ARTICLES, &c.
40 W. Orange St
Lancaster, Pa.
Our Leading Brands
LANCASTER LONG CUT
LANCASTER CUT PLUG
SHIRK'S 5c. DURHAM
TROTTER SCRAP
For Chewing and Smoking
FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.
A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART, Inventor and Manufacturer, Newmanstown, Pa.

SMOKE KLEINBERG'S **Chico**
King of 5c. Cigars.
CHICO CIGAR CO.
219 N. 2d St., Philadelphia.

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PACKER OF AND DEALER IN . . . **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

Bege Bros, Manufacturers of **Cigars**
No. 4353 Main Street,
MANAYUNK, PHILA.
Rhinette, 5c. Bege Bros. Leader, 3c.
Special Brands to order:
The Finest Grades of Tobacco Used.

L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

BUSINESS CHANGES, FIRES, Etc.

California.

Riverside—S. R. Jumper, cigars; succeeded by J. L. Trummond.

Colorado.

Colorado City—H. P. Knecht, cigars and tobacco; succeeded by J. W. Oney.

Illinois.

Chicago—O. Quinton, cigars; discontinued.

Seneca—Anthony Bahler, cigar manufacturer; discontinued.

Indiana.

Brazil—J. Q. Adams, tobacco, etc.; real estate mtge. $300.

Iowa.

Des Moines—P. Klumb, President P. Klumb Cigar Co., dead.

Perry—A. E. Culbertson, (Mrs. Robert) cigar manufacturer; succeeded by Culbertson & McCullough.

Kentucky.

Springfield — Spalding Bros., cigar manufacturers; succeeded by Spalding & Cleaver.

Maine.

Gardiner—G. B. Morse & Co., Cigar manufacturers; chattel mtge. $2,500 discharged.

Massachusetts.

Boston—J. S. Byrne, cigars; discontinued. —— Francis P. Norton & Co., cigar manufacturers; succeeded by F. P. Norton Cigar Mfg. Co. —— F. P. Norton Cigar Mfg. Co., incorporated with authorized capital stock of $40,000.

Minnesota.

St. Paul—J. Aug. Nilson, cigars, etc.; warranty deed $1.

New York.

Dexter—E. S. & S. W. Adams, cigars, etc.; damaged by fire.

Ohio.

Archbald—H. F. Coon, cigars, etc., received deed, $500, and gave real estate mortgage, $700

Dayton—Gross & Co., cigar jobbers; Mary A. Gross, individually, real estate mortgage $3,090.

Germantown—Pioneer Leaf Tobacco Co.; damaged by fire.

Oregon.

Sumpter—DeNeffe & Muzzus, cigars; C. K. DeNeffe et al., gave real est. mortgage, $500.

Pennsylvania.

Erie—Welch Bros., tobacco, etc.; damaged by fire; insured.

Philadelphia—Crane & Hetzel, cigar mfrs., dissolved; succeeded by H. H. Hetzel & Co.

Reading—Jno. J. Eshleman, cigar manufacturer; satisfied mtge. $500.

Virginia.

Lynchburg—Lynchburg Tob. Works, manufacturers, discontinued.

Petersburg—The Zimmer Co., tobacco manufacturers, incorporated.

PATENTS RELATING to TOBACCO, Etc.

703,915 Cigarette roller; James G. Halapleus, Toledo, O.

703,453 Making matches; Wm. H. Parker, Mellenville, N. Y., assignor, by mesne assignments, to Parker Match Company.

703,668 Machine for boxing matches; Michael Paridon, Barberton, O.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application.

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THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

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McSHERRYSTOWN, PA.

Wholesale Dealer and Packer of **Cigar Leaf Tobacco**

IS NOW READY TO SHOW

Over Six Thousand Samples

PENNSYLVANIA and OF HAVANA SEED of the 1900 Crop

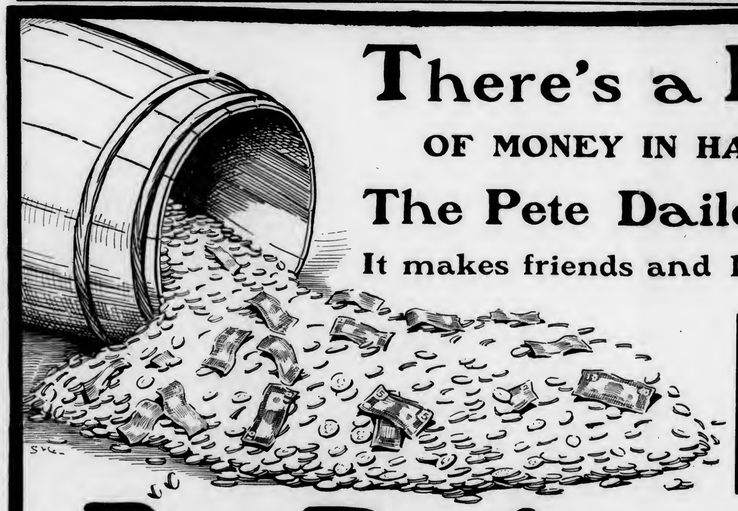
Also, a Choice Lot of 1899 Tobacco.

I have a complete line of all grades of tobacco grown in the different tobacco States.

Let me Quote you Prices. *You Will Find Them Right.*

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa ; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.



There's a Barrel

OF MONEY IN HANDLING

The Pete Dailey Cigar

It makes friends and keeps friends

Every dealer who handles the Pete Dailey Cigar, finds that it's a "friend-maker." Place the Pete Dailey in your stock and get your share of the Nickels

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Sold Everywhere **Successful Everywhere**

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Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 29. PHILADELPHIA, JULY 16, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

OUR FLORIDA

SUMATRA

WRAPPERS

Grown on our Plantations
Near Quincy, Florida,

Surpass any other Shade-Grown Tobacco

Offered in the Market.

A PERFECT IMITATION

OF

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SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

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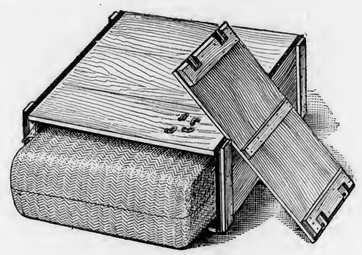
We import all our Sumatra Tobacco, each Bale Packed in a Box, as shown in the illustration.



NO BREAKAGE
NO CHAFING
NO DAMAGE BY HOOKS

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Importers of

SUMATRA TOBACCO

No. 2 Burling Slip,

Rokin 85, AMSTERDAM.

New York

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXIX.—WHEN GEORGE SAND PAINTED SNUFF BOXES FOR BREAD.

By SAM SEYMOUR, of Seymour & Son.

She didn't know she could write, and she thought she could paint. So when Madame Dudevant, not yet George Sand, came up to Paris to make her own living, having abandoned Nohant to the husband she had never loved, and who didn't care a fig for her, she went to painting snuff boxes. She was just an ordinary amateur, "of the most ordinary," as the French phrase has it. And she worked so hard and was so very good. You see there was no Jules Sandeau, no Alfred de Musset, and no Chopin in her virtuous life in those struggling days. She was a young mother, without a sou, and with two young children to support. They lived in a garret in the regulation style prescribed by Fate for genius in Paris, and the bread-winner of the little family of three, as yet all unconscious of the marvelous gifts which Heaven had bestowed upon her, undertook to paint snuff-boxes for bread. Her work as a painter was only passable. The drawing wasn't so bad and the colors were correctly applied. Moreover there was, or at least so her friends told her, there was a demand for this class of work; for in 1835, when Madame Dudevant came to Paris, men and women of fashion still snuffed, and snuff-boxes of more or less gorgeousness were in the possession of everybody who was somebody. But the poor woman found after a long trial that paint as she would there were none to buy the work of her hands. She went from place to place with her wares, but the only results were fatigue and disillusionment.

And yet her ill success was not so very much her fault. What this wonderful woman, who could so well read the human heart, failed to perceive was that she had come upon a falling market. There were none to buy her snuff-boxes because the fashion of snuff-taking was going out. The wits and beaux, the churchmen, the diplomats, who, for more than two hundred years, had been taking snuff were giving up the old habit. Consequently the trade, and all those who catered to it, suffered. Imagine how much French literature would have lost had but George Sand's snuff-boxes been as great successes as her books!

If instead of "Indiana," "Lelia," "Consuelo," the "Countess of Rudolstadt," and those other glowing creations of her tireless pen, we should have had a hundred or so of snuff-boxes painted by an inglorious Aurore de Dudevant! For it stands to reason that since she was what she was namely a woman of gifts the most enviable, and besides an excellent femme d'affaires, she would soon have learned how to pain salable snuff boxes for an eager market. Oh, Madame Dudevant was all right. It was only that her friends didn't post her properly as to the falling off in the demand for snuff boxes

In following the career of this great French woman in its relation to tobacco, it is amusing to record that the revenge she took for the neglect of her "hand painted" snuff-boxes was so very feminine and so very French. She was the first literary lady to take to the smoking of cigarettes. Indeed, it was she who made the habit popular among the women of Paris. The story is well authenticated. Having failed as a painter, and being driven to straits by her own needs and those of her children, she took to male attire in order to better her chances of getting on in the world, and also to secure immunity from insult in going about unattended. It is said she made a very handsome young man. She was slender, and straight and tall. She had a pair of brilliant eyes, a beautifully modulated voice, a persuasive manner, and, as her books afterward showed, a vocabulary of the longest. But her disguise, good as it was, was often in danger of being discovered. Thereupon, being a determined woman and a woman of resource, she took to smoking cigarettes in public. That made a man of her at once. The men let her alone and the women simply fell into her arms. But better still, she earned money. She got employment on the staff of a newspaper published by M. Delatouche. She was the first woman reporter in Paris, and she earned 20 francs a week. Think of it, George Sand, France's most successful woman novelist, actually got $4 a week for running to fires, for writing up suicides, and for her other labors in the field of daily journalism. She was so happy, too, so well pleased with her job and with her cigarette that made everybody think she was a man.

MR. SAM SEYMOUR.

The moment she achieved her first great success with "Indiana" George Sand discarded trousers and waistcoat, but she always remained loyal to the cigarette. It is said of her that in her hand the pen was a sceptre. In her case the definition of genius as "an infinite capacity for taking pains" was glorified, for of all the toilers in the fields of the muses she was surely one of the hardest workers. All night long, and every night in the week, that indefatigable woman wrote, and wrote, and wrote. And she smoked innumerable cigarettes. Tobacco was her inspiration. Upon spirals of cigarette smoke her creative spirit soared. Her fingers were stained with nicotine. The paint brushes she had long ago discarded could not have streaked them a finer or a deeper brown.

Glorious George Sand! Immortal proof that tobacco is the patron saint of brains! Weaver of spells with words! How fortunate for the history of letters in France that, when your genius awoke and learned to trust its own wings, the snuff-taking habit was going out and the cigarette smoking habit coming in!

And yet, behold, how the mutations of time are bringing the snuff habit back again!

Will the literary chronicler of 2002 have to record, I wonder, how some other George Sand coming to New York, or Paris, or London, in 1903, say, discovered, after a vain attempt at literature, that her true vocation was in painting snuff boxes? Who shall say? Perhaps that genius is already at work right here among us in New York, or Philadelphia, to-day. The market I am told, is making ready to welcome her.

—

Next Week.—Chapter XXX:—Honey, Won't You Have a Smoke? by Morris Theobald, of the Theobald & Oppenheimer Co.

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Packers & Dealers in ***LEAF TOBACCO***

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LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

AND

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF,

224 Arch St., Philadelphia,

Broker in LEAF TOBACCO

Young & Newman, *IMPORTERS of* Sumatra & Havana T&N

211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.

BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in **LEAF TOBACCO**

No. 119 North Third Street, PHILADELPHIA.

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,

BY

The Tobacco World Publishing Co.

11 Burling Slip, New York — 224 Arch Street, Philadelphia

Subscription Price:

One Year, $2.00. Six Months, $1.25. Single Copies, Five Cents.

Foreign Rates—Yearly, Great Britain and Continent, $3.00. Australia, $3.50.

Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

JULY 16, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

IX.

Having digested what the brilliant Darius of Persia, monarchist and monarch, had to say concerning the dangers resulting from combinations of powerful individuals in a republic, now turn to and read what the very earnest and modern Theodore Roosevelt has to say on the subject. In his Fourth of July speech at Pittsburg, the President said:

I am speaking in one of the great industrial centres, not merely of America, but of the world. [Applause.] A million people stand grouped in a small radius around the spot where we now are. The growth of your cities within this radius has been one of the most striking phenomena of this day, and here, therefore, you are brought face to face with those problems which affect our entire civilization at the opening of this new century.

The tremendous rush of our industrial development which has brought in its train so much that is good has also of necessity brought somewhat that is evil. The very intensity of the promises that have been made has meant that new and indefinitely difficult problems have arisen which we must strive to solve as best we may. Under our form of government, with its great decentralization of power, some of those problems must be solved through the work of private individuals working by themselves; others by the association into organized bodies of groups of private citizens, and others yet through the various governmental agencies of municipality, state and nation.

Especially great, especially difficult are the problems caused by the growth and concentration of great individual, and, above all, great corporate fortunes. It is immensely for the interest of the country that there should be such individual and corporate wealth, as long as it is used aright, and when not used aright then it becomes a serious menace and danger. [Applause].

The instruments, the methods with which we are to meet these new problems must in many cases themselves be new, but the purpose lying behind the use of those methods, of those instruments must, if we are to succeed, be now, as in the past, simply in accord with the immutable laws of justice and right. [Applause.]

We may need, and in my belief we shall need new legislation, conceived in no radical or revolutionary spirit, but in a spirit of common sense, common honesty and resolute desire to face facts as they are. [Applause] We shall need then new legislation, but while laws are important it is infinitely more important that they should be administered in accordance with the principles that have marked honest administration from the beginning of recorded history. [Applause]

In the last analysis the most important department of civilized government is the Department of Justice. Think what it means. The Department of Justice! Justice, which means that each man, rich or poor, big or small, strong or weak, shall have his rights and shall not be allowed to do wrong to his fellows. [Applause].

And you here of this city have a right to feel proud in your representative in the Cabinet, the man under whom we can guarantee that the Department of Justice will be such in fact as well as in name. [Great applause and cries of "Knox."]

When it comes to practical performance the ounce of performance outweighs the ton of purpose, [Applause] and under Mr. Knox there has been very much more than an ounce of performance [applause] and, oh, my fellow countrymen, as we face these infinitely difficult problems let us ever keep in mind that though we need the highest qualities of the intellect in order to work out proper schemes for their solution, yet we need a thousand times more, what counts for many, many, many times as much as intellect, we need character [applause] character—that compound of honesty and courage and common sense which will avail us more in the long run than any brilliancy on the stump or in devising legislative means and methods.

The brilliancy is good; we need the intellect; we need the best intellect we can get; we need the best intelligence, but we need still more character. We need common sense, common honesty and resolute courage [applause]; we need what Mr. Knox has shown, the character that will refuse to be hurried into any

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Golden Rule
5c. CIGAR
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Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

unwise or precipitate movement by any clamor, whether hysterical or demagogic, and, on the other hand, the character that will refuse to be frightened out of a movement which he thinks it is right to undertake by any pressure, still less by any threat, express or implied. [Applause.]

Gentlemen, we have great problems. We can only solve them by degrees. We can only solve them by doing well each particular bit of work as it comes up for solution Much can be done along the lines of supervision and regulation of the great industrial combinations which have become so marked a feature in our civilization, but if we recklessly try, without proper thought, without proper caution, to do too much, we shall either do nothing or else we shall work a ruin that will be felt most acutely among those of the citizens who are most helpless.

It is no easy task to deal with the great industrial tendencies. To deal with them in a spirit of presumptuous and rash folly, above all to deal with them in a spirit of envy and hatred and malice, would be to invite disaster; a disaster which would be so wide-spread that this country would rock to its foundations. The Mississippi sometimes causes immense damage by flood. You can't dam it and stop the floods, but you can regulate them and control them by leyees. You can regulate and control the current; you can eliminate its destructive features and you can do it only by studying what the current is and what your own powers are. [Applause.]

It is just exactly so in dealing with the great tendencies of our industrial civilization. We can not turn back the wheels of progress. If we could it would mean the absolute destruction of just such industrial centres as this. We shall either do nothing, or we shall do damage if we strive ignorantly to achieve the impossible, but that fact does not excuse us for failure to strive to do what is possible.

Special legislation is needed. Some of that legislation must come through municipalities, some through States, some through the National Government, but above and beyond all legislation we need honest and fearless administration of the laws as they are on the statute book. [Applause.] Honesty and fearless administration of those laws in the interest neither of the rich man, as such, nor of the poor man, as such, but in the interest of exact and equal justice to all alike, rich and poor, and such administration you will surely have while Mr. Knox remains as Attorney General in the Cabinet at Washington.

How to Manufacture Cigars for Export.

O. G. Spaulding, Assistant Secretary of the Treasury, in a recent letter to a cigar manufacturer points out the following regulations for the manufacture of cigars for export:

On the exportation of cigars manufactured wholly from leaf tobacco, imported in bales, and paying various rates of duty per pound, according to the composition of the bale, under the provisions of paragraph 213 of the existing tariff, a drawback will be allowed equal in amount to the duty paid on such imported material used, less the legal deduction of 1 per cent.

Before manufacturing cigars for export with claim for a rebate of the duties paid, a portion of the factory must be securely set apart by means of suitable partitions, to be used solely for the purpose, and the special manufacturing record must be made to show separately each bale of tobacco received therein, with its import mark and number, its ascertained dutiable weight, the duty paid per pound, and the total duty paid thereon, together with such other particulars as are provided for in Form "A."

The number of each size name of cigars manufactured each day and during each month must appear in the said record, and the recapitulation provided for each page, must show in detail the manufacturing results for each month. The cigars manufactured each month must be given a serial designation, as indicated in the prescribed form, each box being marked plainly with the said serial designation, and the manufactures of the month must be stored separately in the space set apart for the purpose, for ready identification.

The preliminary entry must show separately the marks and numbers of the shipping packages, and the contents thereof, describing in detail the number of boxes in each package containing cigars of the same quantity, size name, and serial designation.

The drawback entry must show separately the total number of cigars exported of the several size names and a given serial designation, and must further show, in addition to the usual averments, that the cigars were manufactured of the material and in the manner set forth in the manufacturer's sworn statement, dated December 6, 1901.

As a prerequisite of liquidation the manufacturer must file with the collector, to form a part of the drawback papers, a sworn certificate of manufacture, which must be an exact transcript from the special manufacturing record, covering the cigars only of a given serial designation, as per Form "B."

Each such certificate must con-

[Concluded on p. 29]

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

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THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications.

Address
THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

The European Tobacco Regies.

PHILADELPHIA, PA., July 3, 1902

DEAR MR. MEDICINE MAN:

Is it true, as stated in the article quoted to day in The Tobacco World from the Philadelphia Record that the tobacco business is a state monopoly in Russia as it is in France?

ROY MCA.

The Answer.

No. The cultivation, manufacture and sale of tobacco in Russia are free, as is the case in the United States and Germany. The regie countries of Europe are France, Spain, Portugal, Italy, Roumania, Bosnia-Herzegovina, Austria, Hungary, and Turkey in Europe.

The oldest of the regies of Europe is that of France, which was established in 1674 by Colbert, the famous finance minister of Louis XIV. As established by Colbert, the French regie continued uninterruptedly, save for a few months in the years 1719 and 1720, until 1791. During the brief period between the two years just mentioned the culture of tobacco was prohibited entirely through the kingdom, and the only tobacco sold in France was that which was imported into the country from other lands.

Just prior to the revolution the right to buy, to harvest, and to manufacture tobacco was granted to certain special licensees, and but three provinces of the kingdom had the right to grow it. These were Franche Comte, Flanders and Alsace. The manufacture of tobacco was permitted only at Paris, Dieppe, Morlaix, Tonneins, Havre, Toulouse and Valenciennes.

By the law of December 20-27, 1791, the National Assembly made the culture, manufacture and sale of tobacco entirely free. A brief experiment sufficed to show that the consequent loss to the state revenue was enormous, and a proposition to return to the ancient order of things was accepted readily. The law of the 22d Brumaire, VII. year, reimposed a tax upon the manufacture of tobacco. The decree of June 16, 1808, made it obligatory upon farmers to obtain a license to grow tobacco from the fiscal agents of the government. These gradual steps to the rehabilitation of a state monopoly in tobacco in France terminated in 1810 by the decree of November 29, which was supplemented by that of January 12, 1811, in the investiture in the state of the sole right to manufacture and sell tobacco.

The administration of the French regie is directed from the fiscal department of the government. The practical management of affairs is in the hands of managers who act in a semi-independent manner.

The culture of tobacco in France is permitted only in the following provinces, viz: the Maritime Alps, Bouches du Rhone, Dordogne, Gironde, Ille et Vilaine, Lot, Lot et-Garonne, Meurthe-et-Moselle, Nord, Pas de Calais, Haute-Saone, Savoie, Haute-Savoie, Var, Haute-Pyrenees, Landes, Puy-de-Dome, Isere, Meuse et Vosges. It is also permitted in Algeria.

The lot of the licensed tobacco farmer in France is not a happy one. Argus-eyed inspectors are forever overlooking his fields, and they require the strictest possible account of every leaf that his labor causes to grow. So severe and unremitting is this surveillance that it precludes entirely the possibility of secreting even the minutest trifle of the harvest for private consumption.

The cities of France in which the state tobacco factories are located are Bordeaux, Chateauroux, Dieppe, Havre, Lille, Lyons, Marseilles, Morlaix, Nancy, Nantes, Nice, Paris, Riom, Tonneins and Toulouse.

The retailing of tobacco in France is confined to pensioners of the government.

There are altogether about 45 000 shops in France where tobacco is thus retailed. None of them yields a great amount of revenue, yet each vacancy is as fiercely fought for as are post office vacancies in the United States. The licenses to retail tobacco in France are bestowed upon war veterans or their widows and upon other favorites of the party in power.

The total annual revenue to the French Government from the tobacco monopoly is about $47,000,000.

Next to that of France, the oldest tobacco regie in Europe is that of Spain, which was established as an institution of state in 1730. The Spanish monopoly was farmed out to a chartered company in 1826. The charter runs usually for twelve years. That of the present licensee, the Compania Arrendataria de Tabacos, expires in 1903. The company pays to the state annually about $21,000,000.

The Austrian regie dates from 1784. The cultivation of tobacco in Austria is limited chiefly to Galicia and Dalmatia. The farmer may sell to no other purchaser than the state, which fixes the purchase price. There are seven large factories in Austria for the storage of leaf tobacco.

There are in Austria twenty-eight state tobacco factories. The general offices of the directors of the monopoly in Austria are in Vienna. Of all the tobacco regies in Europe, that of Austria appears to be the most intelligently conducted. The cigars, cigarettes, smoking and chewing tobacco and snuff of Austria are vastly better than those turned ont at the government factories of France, Spain or Italy. Austria's revenue from tobacco is about $25,000,000 annually.

The tobacco monopoly of Hungary dates from 1868. The population of the county is about 18,000,000 and the state's annual revenue from tobacco is about $14,000,000.

The tobacco monopoly in Italy owes its existence to the law of August 24, 1868. The chief state factories are at Rome, Naples, and Florence. The cigars of Italy are the so called "Virginias," or rat tails, monstrosities with a straw through each of them. They are presumably made from American hogshead leaf tobacco, but, as a matter of fact, the ingredients of many of them have no relation to tobacco grown in America or elsewhere, being such things as cotton waste, lime, splinters of wood or what you will of cheap and nasty. Latterly, while the alien constituents have been excluded from the cigars made at Rome, or Naples, or Florence, the material is as cheap as ever and the workmanship most inferior. Nevertheless, Italy derives an annual revenue of about $35,000,000 from its tobacco monopoly.

The tobacco monopoly of Roumania was established in 1868. The population of the state is 5,500,000, and the annual revenue from tobacco, chiefly from the sale of cigarettes, is said to be $7,500,000, which would make the Roumanian monopoly the most valuable in the world, in proportion to its population.

Little Portugal, with a population only a trifle less than that of Roumania, has a tobacco monopoly modeled after that of Spain. It has four factories, two in Lisbon, and two in Oporto, which jointly give employment to 1,200 men and 2,500 women. The state's annual revenue from tobacco is about $4,000,000.

The regie of Turkey is capitalized at £T. 2,000,000. It is practically an English corporation. It manufactures chiefly hand-made cigarettes out of Turkish tobacco. It has four factories, one respectively in Constantinople, Smyrna, Salonica and Samsoun. The factory in Constantinople is in the Djubally quarter of the city, near the new bridge across the Golden Horn, and is a thoroughly modern institution.

The regie manufactures 200,000,000 cigarettes annually, and about 8 000,000 kilograms of tobacco. The bulk of the regie's production is exported; the cigarettes find their way into the different countries of Europe, and most of the tobacco is forwarded to Egypt, where it is consumed in the manufacture of cigarettes.

Nominally the culture of tobacco in Turkey is restricted, as it is in France; but, as a matter of fact, it is practically free. All that the law requires is that the farmer, desiring to engage in tobacco culture, shall obtain his license from the government, and these licenses are granted as a matter of course. Many Turkish farmers grow tobacco surreptitiously, and most others produce a great deal more than they report to the regie. In this manner both the government and the regie are defrauded out of a great deal of money every year.

THE MEDICINE MAN.

The Brand for Him.

The Minneapolis Journal tells the following story of the use that can be made of some well-known cigar titles:

There is a former public official in Minneapolis who has spent much of his time ever since he was born bewailing the fact that he has never really grown up. What is more, his lack of stature is accentuated by the Junoesque proportions of his wife, and occasionally the discrepancy in their sizes make fun for their friends.

On a rainy night, recently, this former city official and his better seven-eighths stepped into a corner cigar store to await their car. He called to the proprietor and asked for a cigar. Then, looking into the case, he read aloud: "Henry George; I am for men." "Give me one of those," he said.

"Wait a minute, Dick," called out a friend, who had stepped inside just in time to hear the request. "Don't do that. Give him a Childs."

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Late News from Cuba.

The market continues active with prices firm, and while the volume of actual sales is a trifle below 4.000 bales, some trades are pending. which if realized, will swell the total above this figure. As regards old and new tobacco, an even division into two parts would about represent each growth that was taken out of our market. The latter, of course, consisting of Vuelta Abajo and Partido, so-called factory vegas, while the former were fillers of old Remedios, Vuelta Abajo and Partido. The stock of old goods for sale in Havana has not alone shrunk through sales, but to a considerable extent it has also been eliminated from our market through transfers to the New York market by shipments from first hands, and this is bound to tell in the future, when buyers flock down here in the fall.

New Crop.

Pinar del Rio reports say that Don Manuel Sanchez, "Praviano," bought for the important firm of Garcia & Co. of Habana, the famous vegas of Felipe Moreno and Alejandro Rodriguez, the latter known under the name of "La Campana" (The Bell), which are both situated in Barbacoas. He also bought the crop of Pedro Cabrera in the "Cerro" for the same firm, which thus will be enabled to furnish their customers with the finest and best leaf grown this year in the Vuelta Abajo. Ground is broken and preparations are being made for starting seedling farms in the month to come, still it is too early to say anything definite about them yet. The American Cigar Co. continues to pay good figures for vegas, and its representative Don Manuel Higueras, will furnish further particulars soon. Amongst the other buyers in the Vuelta Abajo lately were noted Don Sol G. Solomon, of G. Solomon y Hnos., Don Sidney Goldberg, known better as "El Rubio," of S. L. Goldberg & Sons, Don Jose Alonso, of J. Alonso e Hijos, and Don Vidal Saiz Calleja, of Heres Saiz & Co., all of the city of Havana, besides a number of others too numerous to mention. The farmers of San Juan y Martinez, Don Luis Perez Rodriguez and Don Rafael Baster, have sold their vegas.

Partido.—There is nothing new to say from this region, people are busy and working with all their might, to get through their escojidas as early as possible.

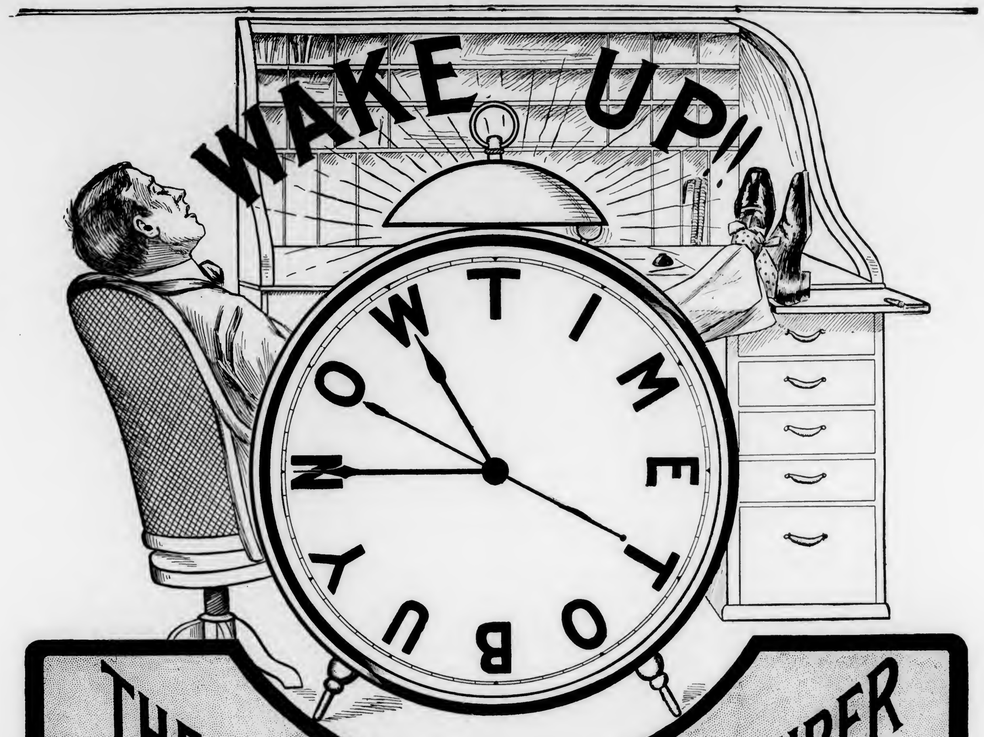
Remedios.—Reports from Managua speak of sales of the raw leaf in bundles up to $12 per qtl., stems included, which would bring the cost of the first capaduras as high, if not higher, than last year. Other districts say that no dealers will pack this year, prefering to let the farmers do their own escojidas, particularly as packers in Havana have made no money during the last two years, therefore why should they invest good money upon a notoriously poor crop, deficient in all the essentials which constitute good quality?

Exports of Tobacco from Havana from January 1, 1902 to June 30, 1902, sum up as follows, viz:

	Bales Leaf Tobacco.	Bbls. Stripped Fillers.
United States	94,683	2,497
Europe (Ger. Eng. etc.)	15,622	
Spain (Regie)	17,379	
Austria (Regie)	2,987	
France (Regie)	1,400	
South America	1,345	30
Australia	51	
Mexico	50	
Canary Islands	27	
Total	133,544	2,527

Commercial Crisis.

While the economical situation of the island of Cuba is extremely difficult, owing to the crisis in sugar, the tobacco industry is in far better shape to sustain the struggle for existence, even if temporarily handicapped by a short crop, and also by poor quality in certain sections. Owing to the fizzle of the promised reciprocity treaty with the United States, people are beginning to wake up and realize that they must help themselves if they do not wish to be swamped entirely. There will be hardship and suffering amongst many classes, but in the end the lesson to be taught will perhaps be a blessing in disguise, and Cuba will rise with renewed vigor and become the garden spot of the world. The Spencerian theory of the survival of the fittest may have to find a drastic illustration in Cuba; all the weak and unsound houses may have to go to the wall, but the strong financial houses now will become stronger, and thus form the nucleus of the coming wealth of the Cuban republic. There is enough capital left amongst the Spanish, Cuban and German elements, and therefore, while American capital would be naturally very welcome, it is not absolutely necessary for the regeneration of the solidity of our commerce, agriculture and industry. That the feeling towards the American Congress is somewhat bitter ought not to surprise anybody, because while tying us to the Great American Republic through the



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Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

Platt amendment, they have refused to extend a helping hand to us in the darkest hour of our need, by reducing the import duties on our chief staple, sugar That the exports from the United States to Cuba will experience a decided setback is only a natural consequence of our diminished purchasing power, and to that extent a few people in the North may have to suffer with us, in curtailing their business connections with this island.

Arrivals in Town.

Don Alfredo Ettlinger, of E. Hoffman & Sons, New York, and Sr. Fanego Rico, of Boston.

Departures.

Sol. Hamburger, of Hamburger Bros. & Co., New York, left last Tuesday, after having completed his purchases.

Leslie Pantin sent some orders to buy tobacco, so it shows his vacation is more or less interrupted by the necessities of his business friends who cannot wait until he returns to this island. Some 200 bales were purchased by his representative.

H. Upmann & Co. bought 250 bales of new Vuelta Abajo factory vegas, and refuse to touch any Partido wrappers, in order to keep up their standard by using only the best leaf grown in the Vuelta Abajo exclusively.

Suarez & Co., of the famous La Flor de J S. Murlas, adhere to the same principle, and use only Vuelta Abajo tobacco in their factory.

Cano y Hno. delivered some 200 bales under the 1,000 bale contract made with the local factory as reported last week. They are packing 35 bales daily in their Alquizar escojida of the excellent Tumbadero growth, while a similar number is produced in their other Vuelta Abajo packings. This well-known house was founded in 1880 by Don Rufino and Don Tomas Cano, at 66 Rayo street. It has remained at the old stand for twenty-two years, and from a modest and small beginning it has grown to be one of our first leaf houses in the trade, especially as regards so-called factory vegas. The two original partners have worked hard and unceasingly from early morning to late at night, and lived frugally ever since, thus building up their capital steadily, while they understood how to buy tobacco in the country at low prices, and thus finding no difficulty in selling with a moderate profit to the American buyers or manufacturers here. Their object has not been to become suddenly rich and losing their customers, but by serving the latter right to increase their numbers and thus become a house to last for generations to come. Both Don Rufino and Don Tomas are still in the prime of life, although they have associated with themselves two nephews, also brothers, Don Carlos and Don Manolin, who have grown up with the house, as they commenced on the lowest rung of the ladder some 18 and 16 years ago respectively, until now the former attends to the buying in the country, while the latter waits upon their customers in town, and attends to all details, registering bales upon arrival from the country, so making sure no mistake has occurred at their escojidas. At present they have four large packings of their own, 6,000 bales in Alquizar turning out 40 bales daily of the highly appreciated Tumbudero leaf; 2,000 bales in Artemisa, producing 20 bales per day, and two escojidas in Palacios and Ovas, making each 1,500 bales and involving about 15 bales daily of the best Vuelta Abajo leaf grown. It requires over $600,000 capital to run these four packings.

Jorge, P. Castaneda & Co. sold 100 bales of Tumbadero wrappers to cigar manufacturers here this week, and continue to work like beavers to complete their San Antonio de los Banos escojidas as quickly as possible.

Aixala y Co., having sold everything received from the country up to now and disposed of their old goods, are likewise pushing their various escojidas for all they are worth, so as to be able to keep on hammering the iron while it is hot.

Jose Santalla y Co. received some 500 bales of Vuelta Abajo and Partido tobacco from their packings, but are not yet ready to sell any part.

Sobrinos de Antero Gonzalez sold over 1,100 bales this week, thus keeping at the front, and at the same time they are receiving heavy shipments of new tobacco from the country almost daily.

Garcia & Co. have made no sales as yet, as Don Manuel is in no hurry to commence selling until he knows more of the result of their

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

various packings in the Vuelta Abajo and Guira de Melena. Arrivals of tobacco are so plentiful that they have to store part in another warehouse, notwithstanding their store is one of the larger ones.

Remigio Lopez & Co. started the ball rolling by selling 250 bales of their fine Partido packing to local factories. Don Remigio could not stand the pleadings of our manufacturers to help them out, and therefore reconsidered his previous resolve to wait until his packing was completed.

Walter Himml disposed of some 100 bales of old Partido fillers, which a Tampa manufacturer was glad to secure.

Adolfo Moeller bought 450 bales of old Vuelta Abajo fillers, and is now devoting a good deal of his attention to starting his seed beds under cover of cheese cloth upon his farms "Hevia" and "La Iberia" in Guira de Melena township. Bringing science to bear upon his experiment and following trials made by other people North, there is no doubt it must prove a success. He received the second lot of his Tumbadero packing but refuses to name any prices yet until he can calculate more exactly the cost of the total escojida. His cigarette brand "Cuba Elegante," is meeting with a phenomenal sale, and no wonder, as he uses only the best Vuelta Abajo tobacco for this purpose, and has paid the best prices for tail ends.

Leonard Friedman & Co. removed their office from 60 Aguila street to 126 Amistad street, a large and fine warehouse in every respect.

S. L. Goldberg & Sons have received about 300 bales already of their Tumbadero packing in Alquizar, which will be about 1,200 bales in all, and Rio Seco escojida, about 1,500 bales. The tobacco is fine in every respect, and Don Sidney says his Northern friends shall have the first show at them, provided they come here within a reasonable time when the packings are ready.

Manuel Menendez Parra shipped 1,229 bales of old Remedios by the Morro Castle to New York, but they were sold previously, therefore do not come into the market.

Arrivals of Tobacco in Havana.

	Week ending July 5. bales	Since Jan. 1 bales
Vuelta Abajo	3,990	32,048
Semi Vuelta	274	1,370
Partidos	1,698	14,009
Matanzas	—	65
Santa Clara and Remedios	941	62,816
Santiago de Cuba	—	12
Total	6,903	110,320

A "Deity" with a Divinity

What a Correspondent Heard at a Little Dinner in Paris.

Paris, July 4, 1902.

Dear Old Quakers and Knickerbockers:

What do you think I did to-day in lieu of "blowing in" my money on fireworks in the good old home way? You'll never guess, so I'll make a clean breast of it: I took "The Alibi" to dinner at the most expensive restaurant on the Avenue des Acacias. I'll tell you who "The Alibi" is in a minute. Mind, I only had dinner with her, so don't go thinking I've left all my good morals at home.

The dinner was fine. There's no denying that, but I've had better and at much less expense both in New York and Philadelphia. Fresh fruit in Paris is enormously expensive. For instance, the melons at to-day's little feast cost me $8 each and the peaches $3 apiece. Everything else in proportion, too, but I don't begrudge the money. If one wants to live as those Parisians do who dine at the restaurants on the Avenue of the Acacias, one cannot be stingy.

After the coffee the walter brought us some French cigarettes.

"The Alibi," who, it appears, is a fiend, helped herself, but I've tried the cigarettes of la belle France before, and didn't touch them. Instead, I pulled out my case and went to puffing an "Egyptian Diety," of which I always carry a supply with me.

"C'est drole," murmured "The Alibi." It's her stock phrase I'm told.

I didn't think it a bit "droll" that the fumes of her Paris-made atrocity got tangled up under my nose with the silky flavor of my "Diety," but I said nothing, and presently I got paid for my good manners, for "The Alibi" fell in love with my cigarettes and relieved me of every one of them. The thievish hussy!

Well, now as to "The Alibi." She's just the boss siren of Paris now. The joke of it is that nobody knows why she is called "The Alibi." There isn't even the usual wicked story to account for it. But she's very famous. She's a little bony creature with a pair of scared eyes set in a wan, white face. She reminds one of nothing so much as a runaway kitchen maid.

"The Alibi" is an overdressed little monkey, and she wouldn't be worth talking about if it weren't for the question she asked me, apropos of my "Egyptian Dieties":

"When is your Monsieur Duc going to buy out our regie?"

And I've told you this little tale and perhaps besmirched my own character beyond clensing, simply to let you know the trend of the gossip of Paris.

BENJAMIN FRANKLIN VANASTOR.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE, 191 Fulton Street, NEW YORK.
Factory No. 1, TAMPA, FLA.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
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Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

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IMPORTERS & EXPORTERS
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169 WATER STREET. NEW YORK.
CABLE ADDRESS "TACHUELA"

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

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NEW YORK.
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FRAZIER M. DOLBEER. G. F. SECOR, Special.

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Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St. 63 & 64 South St. 9: & 93 Pine St.
BONDED STORES: 182. 186. 188 and 257 Pearl street

Principal Office: 182. Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Thos. R. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM

OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co; Corning N. Y.: W C. Sleight.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

THE LOCAL TRADE.

BOOMING THE URSA IN THE WEST

Channing Allen, of the Allen & Marshall Co., is now in the western states where he is booming the 'Ursa" and other brands of the Allen & Marshall Co , of this city The house reports that, considering the time of the year, he is meeting with very fair success.

RICHARD T. GUMPERT OFF FOR EUROPE

For some years past Richard T Gumpert, of Gumpert Bros., has made an annual visit to Europe during the summer season. He will again leave this week upon his regular vacation period, and will be gone about six weeks. He is accompanied upon this occasion by his son, Albert A. Gumpert. They will sail for London, and will then visit Germany.

GARNER QUITS THE CIGAR BUSINESS.

Chas. C. Garner, cigar dealer at 1319 Market street, formerly of the firm of Garner & Goodwin, is giving up the cigar business. They had been located at the Market street store for about two years, and were thought to be getting fairly well under way.

CRANE & HETZEL DISSOLVE.

Crane & Hetzel, cigar manufacturers at 2006 Market street, have dissolved partnership, Edward T. Crane retiring. The business will be continued by Hiram H. Hetzel, who has removed his office from the Market street address to 1018 Chestnut street.

MARCELLO SALES EXPANDED.

Duncan & Moorhead are expanding their sales department of the Marcello clear Havana Key West cigar, and will soon be waging an active campaign in other states.

JUAN B. CREAGH HERE.

Juan B. Creagh, manager of the Theobald & Oppenheimer Co's factory at Tampa, Fla., recently visited Philadelphia, and later returned to Tampa in company with Geo. E. Spotz, President of the T. & O. Co. It was his first visit here for several months.

DALTON'S ATLANTIC CITY STORE.

M. J. McDonnell, who opened the new store of M. J. Dalton at Atlantic City, returned to the Fifth and Chestnut streets branch this week, when Walter Gilbert was sent to Atlantic City to look after the new store there.

TAHOMA'S PROGRESS.

Pent Bros. report that the past three months have been exceedingly active with them, particularly on their Tahoma five cent brand. In fact, they say it was the largest period of three months they have had since they have been in business.

FAIR ACTIVITY AMONG SALESMEN.

There has been considerable activity among cigar salesmen in this city during the past week. Among the visitors were R. A. Hopkins, representing the Sanchez & Haya Co., Charles Wasserman, with B. Wasserman, E. Bowen, representing Fernandez Bros. & Co., M. Lorente, of M. Lorente & Co., all of New York; Setwyn R. Mory, of Mory & Pons, Tampa, Fla.; Nat. J. Price, with the R. & W. Jenkinson Co., Pittsburg, Pa.; S. H. Plough, of the Plough & Allen Co., Jersey City, N. J.; and Sol Rosener, of the American Cigar Co.

THE MODERN MASTERS.

John H. Van Horn, who operates a small but growing factory at 203 Chestnut street, is building up a nice trade on his Modern Masters brand, and has lately increased his force of cigarmakers.

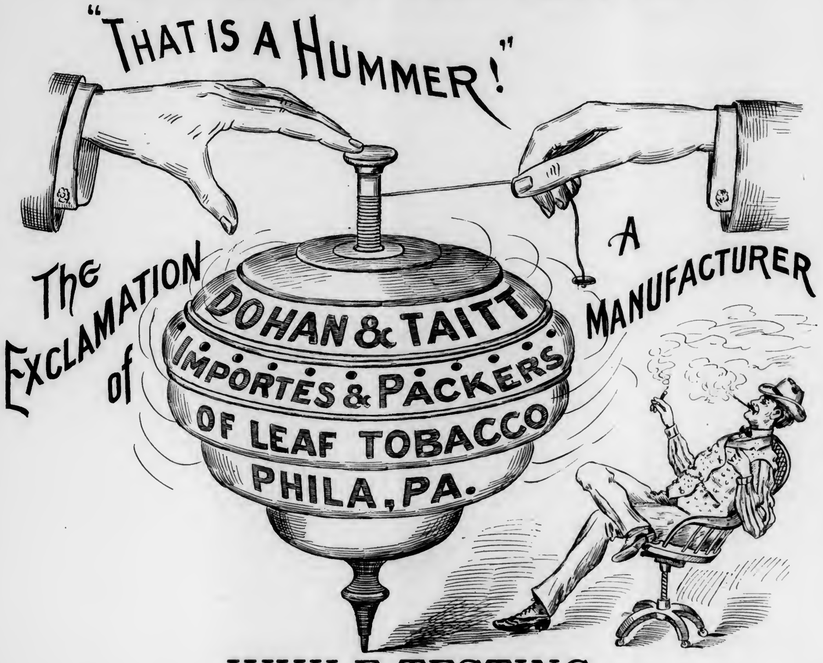
IN THE LEAF CIRCLES.

Mrs. Julius Vetterlein and family left on the 11th inst., for a summer vacation and will take in Yellowstone Park and Colorado Springs, where they expect to remain about two months. Mrs Vetterlein will be joined in Colorado by her two sons, Harry C. and Herman Vetterlein.

E. H. Miller, for many years a traveling salesman with Young & Newman, of this city, but who, on account of ill health, relinquished his position last spring for a sojourn in Colorado in the hope of regaining his health, has found, however, that the atmosphere there did not agree with him as well as he anticipated, and consequently he returned to his home in the east. By a fortunate coincidence, Mr. Miller secured a patent medicine known as "British Oil," which he has found is doing him a great deal of good. He is feeling better than he has for

J. T. DOHAN Established 1855 W. H. DOHAN.

DOHAN & TAITT



WHILE TESTING
A Vega of OUR HAVANA, which he afterward
PURCHASED

Direct Importers and Packers

"MEANS SOMETHING"

You Buy from First Hands! *Ground Floor!*

A HINT TO THE WISE IS SUFFICIENT.

DOHAN & TAITT,
No. 107 Arch Street,
Philadelphia, Pa.

Warehouses:
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

IF YOU WANT

A Havana Cigar

that is at all times kept up to the standard, in 5 and 10 cent sizes, to tone up your line, you can have it by addressing the

Fleck Cigar Co., Ltd.

Reading, Pa.

You may say there are few **5c.** cigars that contain Havana, but remember

"The Eastern Buffalo"

IS ONE OF THE FEW.

WE MAKE STRICTLY STANDARD QUALITY GOODS.

A Sample Order Will Convince You. Try It.

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

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EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

OUTDOOR

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

SPECIAL SELLERS.

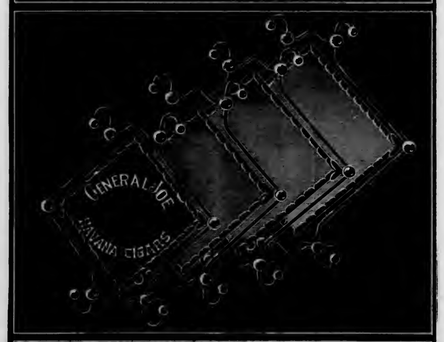
Our Goo-Goo 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock. If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples

N. W. Frey Cigar Company,
LITITZ, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
MIRROR	5 inch	7 inch	8 inch	9 inch
WITH ADS. PER 100	$55.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

some time past, and declares that if he continues to improve he will shortly go on the road again.

L. P. Kimmig, of L. P. Kimmig & Co., on Friday last completed their packing of Pennsylvania broad leaf and New York State flats at their Lancaster warehouse.

J. W. Eckerson, of F. Eckerson & Co., has just completed a three weeks' business trip through New York State, where he did fairly well. The firm also recently engaged J. Arens to represent them in the Eastern States.

Leopold Loeb, of Leopold Loeb & Co., returned to this city on Monday, after a three months' absence in Europe, during which time he attended a number of the Sumatra inscriptions at Amsterdam and secured a large stock of the leaf.

Jacob Labe, of B. Labe & Sons, again started for the west last week.

L. R. Eisenbrand, with L. Bamberger & Co., is now rusticating at Atlantic City.

There have been comparatively few visitors in the leaf trade during the past week. Among them, however, were noted Ed. Sommer, of H. Sommer, Quakertown, Pa.; D. Kalberman, with J. Lichtenstein & Co., and Frank Pulver, with Sutter Bros., both of New York.

Howard Stevenson's New House.

H. E. Stevenson, formerly with Freyer & Eisenlohr, of this city, has secured a position as salesman with E. Rosenwald & Bro., the well-known New York leaf tobacco importing and packing house. Mr. Stevenson will have his headquarters in this city, and will cover an extensive territory.

Tom Nolan Off for St. Louis.

M. Stachelberg & Co's. well-known western representative, Tom Nolan, left for his post of duty in St. Louis on July 12, after a fortnight spent at the firm's New York headquarters. He says that the demand in the west for the La Fama Universal and Raphael brands is growing all the time, and that the result is that the firm's factories, both in New York and in Tampa, are extremely busy.

A Catchy Way to Advertise.

Quite a number of our subscribers tell us they look forward each week to see what surprise Dohan & Taitt have in store for them in the way of advertisement. Call upon them. They can also acquaint you with Imported and Domestic Leaf Tobacco that will surprise you, both in quality and price.

MORAL:—Catch on! ye dealers in the "seductive week" Send in your "Ad's." and make them "spicy and attractive"—as our news columns.

"Eddy" Dunlap's Big Catch

E. S. Dunlap, representing Arguelles, Lopez & Bro., of New York, spent a few days on a fishing trip at Barnegat, N. J., and returned to Philadelphia last Monday. Many fish stories are circulating in the trade, but we have been unable to trace the origin of most of them.

Max Schatz Co's New Ally.

It is reported that the Aromita Co., until recently of 422 West Broadway, New York, has been consolidated with the Max Schatz Co.

M. Ulmer, a well-known and popular New York city cigar salesman, will look after the Metropolitan trade for the Max Schatz Co., and will no doubt give an excellent account of himself.

LANCASTER'S REPORT.

The leaf trade during the past week has been quiet but steady, that is to say, nearly all dealers have been doing some business, but yet the volume of transactions is hardly satisfactory and certainly not up to expectations. The several warm days of this week have improved the growing crop wonderfully, and if good weather continues during the remainder of the season, with no hail storms or other incidental damages to which tobacco is very susceptible, it may yet be an averagingly good crop. The acreage is up to that of last year. The hail storms which passed through some parts of the county last week, it has been ascertained, did very little damage to the young plants.

A gang of thieves, who have been operating through this county for more than a year past, made quite a haul of Sumatra leaf, about three bales, from the factory of A. W. Mentzer & Sons, at Ephrata, Pa., on Thursday night. It was learned that the robbers had the tobacco secured in a barn near Ephrata. Guards were stationed, and early next morning four men appeared with a two horse team Three of them entered the barn while one of them patroled the outside. The guards called upon him to surrender, but he started to run. The guards fired at him with shot guns and he dropped to his knees, but quickly regained his feet and reached the wagon. His three companions ran out of the barn at the report of the guns, and also reached the wagon and drove rapidly away. The stolen tobacco was found buried deep in the hay mow. No arrests have been made as yet, but it is claimed that the robbers are known, or that at least a clue to their identity has been found.

The eyes of the tobacco growers in Lancaster county, and their number is by no means few, are turned almost to a man to the State Experimental Tobacco Station, on the farm of Dr. H. M. Alexander, about a mile north of Marietta. Here an effort is being made under the direction of Prof. Freer, for the State, and County Commissioner Greider, locally, to grow Cuban and Sumatra wrappers under cover It is hoped that the success attained by the Connecticut experiments can be duplicated in this county.

The area enclosed at the local experimental station is 264 feet long by 100 feet wide, half an acre of measured ground being planted. On the tract 7,130 plants have been placed in rows thirty-four inches apart. A distance of twelve inches separates the plants. At a height of nine feet, over continuous rows of locust posts, is stretched the cloth, which was made purposely for such experiments. This was done at a cost of $176. The atmosphere in the tentlike structure is much warmer than that surrounding, and the danger from bugs and insects is obviated.

The plants were set at three separate times, on May 31, June 7, and June 14, and are, in consequence in three stages of growth. The first planted are now from eight to sixteen inches high. The plants set in the open at the same time the first enclosed plants were set are now only one third this size. The

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

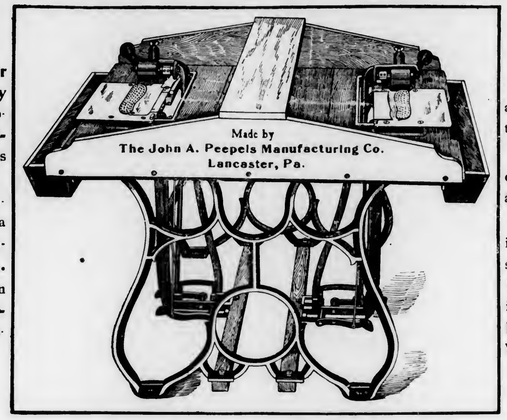
MODERN Philadelphia Cigar Factory will make up from 20 to 30 M. cigars weekly for manufacturers or jobbers at cost and $1.00 per thousand for factory expenses. Modern equipments and capable management. Samples will be submitted. For particulars address MODERN MANUFACTURER, Box 123, Care of The Tobacco World. 5-21-tf.

THE DAISY
Wrapper Cutter and Vacuum Table

This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.



It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

—TO THE—
Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.

Light, First size	$3.50 per lb
Second size	3.25 per lb.

Havana.

Very fine, First size Vueltas	$1.20
" " " Remedios	1.10
Second size Vueltas	1.00
" " Remedios	.90

All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.

Havana sizes	30 cents.
Cullman Zimmers	30 cents.

We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.

Finest Conn. Broad Leaf heads	35 cts.
" " " Seconds	28 cts.
Very fine Conn. Havana Seed binders	20 cts.
York State binders	16 cts.

Wrappers.

We are also offering the following in Conn. Havana Seed Wrappers:

The very best light, table assorted, First sizes	75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.	
Medium Color Wrappers	40 cts.
Dark Wrappers	28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

Suction Machines a Success

There is no longer a question of doubt about the success of Suction Machines for Cigar Making. Their success is a proven fact, but the question of getting *THE BEST* is now the all-important matter. It has also been proven that

The Suction Tables offered by the Liberman Manufacturing Co. are the *MOST SUCCESSFUL.*

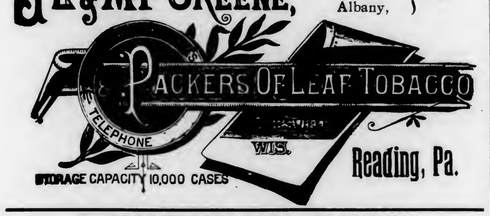
They have met the competition of other machines, and have been ***Adopted by Leading Cigar Manufacturers of the Country, in preference to other machines.*** Send for pamphlet.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.



Reading, Pa.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

advantage of the enforced growth is plainly seen. The gain in size is equivalent to two weeks' growth.

During the thirty days since the plants were set out three and three-fourths inches of rain have fallen, so they have had abundant moisture. As the evaporation is much slower inside the tent there is now enough moisture to last for about a month if no more falls meantime.

But one drawback has so far appeared. A great many grasshoppers have been hatched out, but these were successfully combated. A flock of turkeys was turned in among them and the danger was passed.

Recently Thomas C Holloway, from the Agricultural Department, Washington, visited the station, having just come from the Connecticut Valley experiment stations. He stated that the local plants were finer than any he had seen in that region, either under tents or on the outside.

The tobacco trade, not only of the county but of the State and country, is greatly interested in the State experiment and much hinges on the results obtained at the little half-acre plot near Marietta.

C. G. Longenecker & Co. began operations as cigar manufacturers at Maytown, last week, in the factory formerly occupied by John D. Henderson. It is their intention to operate a union factory.

C. Ruppin has moved his factory from this city to Akron, Pa. It is stated that he has given up the use of the union label. At Akron he will occupy the large frame building formerly occupied by Snader Bros., who have removed to the Simon P. Hess building, almost opposite.

Wolf & Hackman, at Akron, will soon be introducing to their trade a new brand under a private label which they are now having made

R S. Stauffer, formerly of Akron, but at present at Columbia, is expecting to move again to Akron at an early date.

E. F. Law, of Lancaster, is visiting his jobbing trade in Philadelphia, Wilmington and New Jersey this week. It is said that he has already scheduled some very nice orders on his regular goods, and trade with him has been quite satisfactory.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

ST. LOUIS MANUFACTURERS ORGANIZED.

A New Organization for the Protection of the Home Manufacturers.

The Cigar Manufacturers' Association of St. Louis held its fourth meeting at Druid's Hall, St Louis, on Thursday last, at 2 30 p. m. The meeting was well attended, and there was much interest and activity manifested by the members. The organization meets on the fourth Thursday of each month, and its board of directors hold an additional meeting on every second Thursday. It has been in existence a little over two months and now has a large and steadily increasing membership. Its objects are social intercourse, discussion of trade subjects, studying the subject of the cigar business in all its details, getting information on the cost of manufacturing, changing methods of business to meet present conditions, and above all to move in united strength and effort to promote and protect home industry.

The association has adopted a beautiful label of four colors, and will have the same protected by trade mark, copyright, and trade name privileges. This label is for the exclusive use of members in good standing, and any number of copies is to be furnished by the association to its members upon payment of cost of printing.

It was also reported at the last meeting that the matter of incorporating the association by a pro forma decree, was pending in the circuit court, and would be allowed, probably within a week.

The association is already opening up communication with similar associations in other cities, and it is expected, before long, that there will be a host of manufacturers in a league protecting themselves against the trust, and against cheap labor.

The last meeting was a very interesting one. The president, Adolph Madera, whose factory is at 804 Soulard street, was present and occupied the chair. He is a very competent presiding officer, a good business man, and a man of candor and discretion. No organization in the city has a better presiding officer. Wm. M. Brandt, of the firm of Brandt & Stahl, cigar manufacturers at 319 Walnut street, who is corresponding and reporting secretary of the organization, was present also, and performed not only the routine of his office with accuracy and dispatch, but addressed the members several times showing his sagacity and full acquaintance with the details of cigar manufacturing as well as with the business world in general. He reported a communication from a similar organization in Rochester, N. Y., desiring to carry on mutual intercourse with the St Louis association Charles Specht, who has a factory at 708 Choteau, is the financial secretary and treasurer of the organization. He gave full and interesting details to the meeting of the great amount of work that has been performed by the association since the last meeting, and also reported the financial condition, which, let it be said with satisfaction, has the balance "on the right side." Herman Berthauer, the sergeant-at-arms, was also in attendance. This selection for that place was truly a good one.

In fact, when all of the officers are considered from a business standpoint as well as from one of policy, they must be pronounced a credit to themselves, their association and their city. Certainly the fact that the association has such officers, in itself is a great inducement to all of the craft to become members.

As the meeting was drawing to a close, Thomas Meininger, dealer in leaf tobacco at No. 116 Market street, addressed the meeting, and read a very interesting article on intended proceedings under the Sherman anti-trust law, against the American Tobacco Co., and the American Cigar Co., who constitute the "Tobacco Trust." Mr. Meininger is a very active member of the association, is a good speaker, and makes an impressive appearance when on the floor.

The following St. Louis manufacturers are among the active members of the association:

Phil Hofher, Adolph Madera, Jos Metzger, Aug Nagle, Chas Specht, Eugene O'Hara, Fred Kramer, A H Neibans, Aug Roebke, Louis Naes, Fred Miller Cigar Co., H B Covington, Wm Kring, George Hein, Herman Jacob, H Sleiper, Mike Hubert,

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

BROTHERHOOD CUT PLUG *Highest Grade*
Is now sold by over 600 Retail Dealers Strictly Union Made.
The Hoch Tobacco Co.
Office, 248 N. 8th St., Philadelphia.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

Quality Commends THE **Star of Trade CIGARS**
Manufactured by
A. W. ZUG,
We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging. East Petersburg, Pa.

Union Butts
Are Made Exclusively by
The M. H. Taylor Tobacco Co.
READING, PA.
Correspondence invited with Wholesale and Jobbing Trade.
Free Samples to Responsible Houses.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made All Sizes

Union Made All Sizes

M. Steppacher, Reading, Pa.

Adam Miller, Andrew Rau, L G Nagle, Michael & Brettbauer, Fred Kassan & Son, Kennedy & Co., Otto Zeisse, C J Wilhelm, H Hebbeler, C Lampo, J Friedman, W A Sigg, Lutkenhoff Bros., J H Suermann, Henry Heuer, George Heideman, John G Jansen, Bernard Hobold, Fred Ernst, Phil Schaefer, N Utter, Brandt & Stahl, Phil Braun, Ben Ashner, Al Spitzbarth, Wm Vonner, Andy Knape, H Trentz, T W Kisker, Herman Lewitz, Appelbaum Bros., H Zeollner, Charles Smitz, H Kerbs, Sig Mueller, Thos Meininger, Helmerich L T Co., John Hummel, Union L T Co., H A Repetto, E Waendlen L T Co., Moser Cigar Box Co., J J Weidman, St Louis Cigar Box Co., G Lehman L T Co., Henry Lutkenhoff, Christ Rocker, Neiderbrenner & Lennenber, Charles Heehe, Wm Rolfing George Wohlsteder, C Fehl & Co. George B Schulz, Charles Kurtz, John Henke, J B Pujol, W Finke, Frank Jost, Charles Rehfeld, J T Seibert & Co., Phil Brenning, Adam Erter, Jacob Heberer, Gus Hahn, Wm Becker, A H Kanning, Chas Mueller, Fred Begemann.

—At a meeting of the Druggists' Association, held at Hartford, Conn., last week, it was decided not to discriminate between union and non-union made cigars.

NEW TOBACCO PLANT

For the Zahm Tobacco Co.

The J. F. Zahm Tobacco Company has purchased a piece of ground 200 feet square alongside the Yaryan heating plant in the West End, of Toledo, O., and will erect a fine new factory building on the site. The company is at present located on South Erie street.

They will begin work on the new building as soon as the architect can get out the plans.

The new factory will be one of the best equipped tobacco plants in the country. The latest improved machinery will be installed and the plant will be operated by electricity. The building which will be three stories high and 150 by 70 feet dimensions, has direct railroad shipping facilities. It will be two months before the company is able to move into its new quarters. Ground will be broken in a few days.

PHILA. LEAF MARKET.

It has been another quiet season in the leaf market of this city this week, and the volume of business done was comparatively small, and of a routine nature.

Our special crop report published in this week's columns shows at a glance that the condition of the growing crops is at present not so encouraging as was hoped for, the plants in several of the growing States having suffered severely from incessant rains.

Sumatra tobacco has shown no particular change since our last report, and notwithstanding necessarily depleted stocks in the hands of manufacturers they do not seem inclined to buy more than what is needed for early use.

Havana sales of small lots have been going on steadily, and prices are well maintained.

EXPORTS.

Liverpool—20 tons.
Antwerp—196 tons.

NEWS NOTES.

—The Nicotine Manufacturing Company, capital $600 000, to manufacture nicotine and fertilizer materials from tobacco waste, was incorporated at Trenton, N. J., last week The incorporatorsare Alphus B Stickney, of St Paul, Frederick D. Banning, of St. Louis, and Marshall Van Wickle, of Jersey City.

—During a serious fire at Platts burg, N. Y., last week, the liquor and tobacco house of I Markel was ruined. The fire was a most disastrous one, causing a loss of about $125,000, and consumed seven business establishments.

—The leaf tobacco warehouses at Raleigh, N. C., which were unused for a year or two, have been recently leased. Canaday, Knott & Co. have taken the Oxford, and Cozart & Co. the Farmers.

—S. F. McDuffie, D.S. Edwards, and E. G. Rogers have formed the Fork Tobacco Warehouse, at Fork, Marion county, S. C. It has been capitalized at $2,000.

—Piquette & Nielson, cigar manufacturers at Butte, Mont., have dissolved partnership. The business is to be continued by J. M. Piquette.

—The Mount Joy Cigar Co., of Mount Joy, Pa., claims to possess some of the best old re sweated leaf tobacco on the market.

—Samuel Richets has bought the store building and tobacco stock of F. M. Holden at Eureka, Ill.,, for $1,100.

—Becker & Shearer's cigar factory, 705 Richard street, Dayton, O., was partly ruined by fire last week.

—The Harrington Cigar Co., of Detroit, Mich., has increased its capital from $5,000 to $30,000.

—Robert Heard has succeeded C A. Hill in the cigar business at Wallace, Idaho.

—The S. H. Drachman Cigar Co. has opened a cigar store at Tucson, Ariz.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Cigars

Factories: *YORK and YOE, PA.*

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

Phrisco. 13,742.
For cigars. Registered July 7, 1902, at 9 a m by A. J. Yinger, Camden, N. J.

Arcade. 13,743.
For cigars. Registered July 9, 1902, at 9 a m by W. J. Ryan, Philadelphia.

Union Ribbon. 13,744.
For cigars. Registered July 10, 1902, at 3 p m by H. J. Fleischhauer, Philadelphia, Pa.

Shoto. 13,745.
For cigars, cigarettes, cheroots, stogies and tobacco. Registered July 10, 1902, at 3 p m, by W. H. Raab & Sons, Dallastown, Pa.

Game Boys. 13,746.
For cigars, cigarettes and cheroots. Registered July 14, 1902, at 9 a m by Binder & Hyman, Cincinnati, O.

Our Billy. 13,747.
For smoking, chewing, fine cut, plug cut, and granulated tobacco. Registered July 14, 1902, at 9 a m by John S. Geller, Sons & Co., Philadelphia, Pa.

REJECTIONS.

North American, Columbus.

CANCELLATION.

"Verde," registered June 18, 1902, by Maryland Lithographing Co., Baltimore, Md., was cancelled July 10, 1902.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Eblana, La Leuz Del Mundo, King William, Dimtiro, El Rey Cerval, El Radio Celestial, John M. Burke, Havaluxury, La Propiedad, Lord Cedric, Louis P. Harvey, A. P. L., Little Pilgrims, Frederick MacMonnies, Rosavita, Crimson Wing, Eunice, Calfskin, Boa, Fire Queen, Innovator, Providence Eagle, St. Louis Derby, Rhode Island Eagle, Greater Boston, Pillongo, Joaquin, Zurk, Blithedale, Damora, Plug Leaf Mixture, La Cirrus, Samuel J. Crawford, Seth Warner, Old Fogey, Young Fogey, Wisconsin Bowlers, Up-To-You, Henry Highland Garnet Club, Dora from Florida, Havana Deformas, Mary McLane, Blue Line, Janauschek, Tracy, Flor de Vega, Los Americos, Captain General, Belle Peep, Emoralds, J. Williams & Bros. Hand Made Original Meyersdale Seed Stogies and Cigars.

Will Snuff Using be Revived

The revival of the ancient custom or snuff taking is said to have been brought about by King Edward VII., who carries a box of the pungent powder and takes a pinch after his meals. The king's example is being followed by fashionable London, and the fad is due to reach this country shortly.

Following the English fashion, the jewelers on this side of the water are already showing beautiful snuff-boxes, both ancient and modern. At Tiffany's, the famous New York jewelry house, a collection of jeweled snuff-boxes has lately been put on exhibition. Notable in this collection is the jeweled snuff box presented by the German emperor to Rear Admiral Kirkland of the United States navy and which is said to have cost $5,000.

The box was given to Admiral Kirkland when he represented this country at the opening of the Kiel canal. It is of large size and made of gold worked into a beautiful and intricate design by Zehngraf, the artist. On the cover is a miniature of the emperor, surrounded by a frame composed of twenty-nine diamonds. On each side of the ellipse are three larger gems.

It is interesting to note the steps by which snuff taking first rose to fashion. Given to King Charles of France by a leading diplomatist, Nicot (whence nicotine), it finally came within reach of the multitude and from first to last has played an important part in the world's history.

Catherine de Medici is said to have been the first woman to take snuff. Gibbon, the historian, was an inveterate taker of snuff. Frederick the Great took it by handfuls and had all his pockets made of leather and without corners so that they served as snuff pouches.

Napoleon I. was another great snuff taker, or, rather, snuff waster, as history relates that he spilled most of it over his clothes, little of it reaching his nose. Von Moltke during the three weeks' seige ending with the battle of Sedan is said to have used a pound of snuff.

In this country snuff manufacturing is a large industry. In 1899 18,000,000 pounds were manufactured, and the average for several years has been 14,000,000 pounds. So there is plenty of snuff in the United States. Who takes it? Few nonsnuffers know any snuff takers, but that is due perhaps to the fact that they are without the circle.

—The Continental Tobacco Co. has purchased a piece of ground at the head of Clay street, Richmond, Va., as a site for the company's new tobacco manufacturing plant in that city.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES

The BEST and Most Rapid Selling

Package Goods

Excellent Quality
Attractive Packing

E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢

Manufactured by

E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 . Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory,

M. E. PLYMIRE, Proprietor,

Wholesale Manufacturer of *Loganville, Pa.*

Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents

Corresoondence with Wholesale and Jobbing Trade only invited.

Quillo, 10c; Peekolo, 5c

PATENT APPLIED FOR.
JOS. KRAUS, Manufacturer,
535, 537, 539 E. 75th St., NEW YORK

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.
Makers,
YORK, PENNA.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. **CRESSMAN, Bucks Co., Pa.**
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

Cigars that Sell on their Merits

Chief Rabban *Lady Mar*
Wyoming Elk **10c.** *Nickname* **5c.**

May we hope to interest you?
Penn Cigar Company,
723 Chestnut St. *Reading, Pa.*

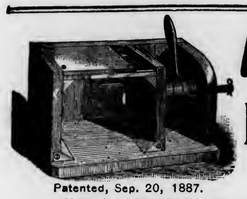
Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

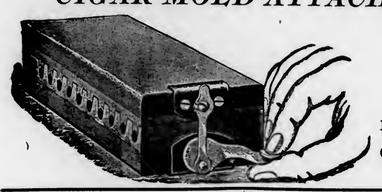
F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher. **Hopkinsville, Ky.**


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Imports and of Cigars Leaf Tobacco

FROM HAVANA
Per steamers Esperanza, and Morro Castle.

CIGARS	cases
Acker, Merrall & Condit, New York	39
G. S. Nicholas, New York	34
Park & Tilford, New York	30
B. Wasserman Co., New York	20
S. S. Pierce Co., Boston	16
Michalitschke Bros & Co., San Fran.	13
Calixto Lopez & Co., New York	11
Duncan & Moorhead, Philadelphia	9
Grommes & Ulrich, Chicago	9
Waldorf-Astoria Segar Co., New York	9
Estabrook & Eaton, Boston	7
Henry Straus, Cincinnati	7
M. A. Gunst & Co., San Francisco	5
R. L. Rose & Co., Providence, R. I.	4
Chapin & Gore, Chicago	4
M. Blaskower & Co., San Francisco	4
L. Sisenvine & Co., San Francisco	4
American Cigar Co., New York	4
G. W. Faber, New York	4
R. M. Haan, New York	3
S. Bachman & Co , San Francisco	3
W. A. Stickney Cigar Co., St. Louis	3
C. B. Perkins & Co., Boston	2
W. H. Schimpferman Co., Chicago	2
R. Fabien & Co., New York	1
A. Schulte, New York	1
T. Irwin & Son, New York	1
The Weideman Co., Cleveland	1
F. R. Rice Mercantile Co., St. Louis	1
Total	251
Previously imported	4,460
Imported since Jan. 1, 1902,	4,711

LEAF TOBACCO	bales
Palmer & Co., New York	1,379
G. Salomon & Bro., New York	376
A. F. Rico, Boston	306
J. Bernheim & Son, New York	232
A. Moeller, New York	111
Yocum Bros., Reading, Pa.,	105
F. Miranda & Co., New York	61
Order, "E. M. C."	46
A. Pazos, New York	44
Newgass & Greenhut, New York	40
A. Murphy & Co., New York	35
M. Gans & Son, New York	25
M. J. Cassidy & Co., New York	24
E. Gancedo, New York	21
J. P. Castaneda & Co., New York	20
Crump Bros., Chicago	20
B. Fernandez, Milwaukee	20
E. Rosenwald & Bro., New York	12
L. Friedman & Co., New York	10
S. L. Goldberg & Sons, New York	10
J. Fabis, New York	6
Hamburger Bros. & Co., New York	5
Total	2,908
Previously reported	61,693
Imported since Jan. 1, 1902,	64,601

Latest News from York, Pa.

It seems, since registration is the only requirement for dealing in tobacco, that a number of manufacturers in this county have registered for that purpose, and propose selling tobacco whenever opportunity affords. That every manufacturer should do this for his own good is a recognized fact, obviating the necessity for procuring permits whenever a sale of tobacco is made.

Dan Woodmansee, of Spring Grove, booked a satisfactory order for medium priced goods, and reports that, aside from the usual dullness which has hitherto been experienced this season he has no complaints to offer as to future prospects in the way of good trade.

H. C. Schultz, manufacturer in Hellam, has gone into the leaf business, which he intends pushing in connection with cigar manufacturing.

La Buta Cigar Co. reports trade very good on the Hannibal Hamlin cigar, which is made in nine different shapes, ranging in price from 10 cents each to three for 50 cents.

The Yorkana Cigar Co. claims to be very busy at present, making their usual line of goods.

Judging from reports emanating from the various leaf dealers in the city, there must be a quantity of bacco sold and consumed here. This is probably the result of the recent activity in the cigar business.

J. H. Styles has gone to Atlantic City for a few days vacation. He is sojourning at the Marlborough.

R. M. Granat, of Gillen & Granat, has returned from a successful business trip to Reading.

Herbert, son of Maj. Gillespie, of the Gillespie Co., was unfortunate in receiving a broken arm in an accident which occurred while driving in the country a few days since.

Bear Bros., of Zion's View, this county, recently completed an addition to their factory, which gives considerable increased facility. They are working steadily with a full force, and recently booked orders which will keep them going for some time to come.

A. C. Frey, of Red Lion, is put-

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871
FACTORY-DALLASTOWN, PA.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 85,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples. East Petersburg, Pa.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

ting up a new brick factory building and expects to take possession in a few weeks. Business has been good with him all this year.

Cigar manufacturer Daniel Spangler, of Red Lion, has opened a new park or summer pleasure resort near Windsorville, to which he is devoting considerable time.

Quite a number of cigar manufacturers in the vicinity of Red Lion have experienced quite a dull spell for some weeks past, while others are getting some new orders. Among the latter are A. S. Frey & Co., who received last week an order of considerable importance.

J. M. McGingan resumed operation on Monday, after having been closed down since the 4th.

Business has been fairly active with J. W. Minnich, of Dallastown, during the present year. Five million cigars were shipped by him between January 1 and July 1, making not a poor showing for the first six month of 1902.

A new dwelling and factory was lately erected by Frank R. Krout, at Jacobus, this county, and both are now occupied.

J. E Olp, of Jacobus, is now fairly well filled with orders for goods.

H. F. Kohler, of Nashville, is preparing for a trip at an early date through the west, and will visit the trade in Chicago, Minneapolis and other points.

J. E Hostetter, at Hanover, is erecting a new dwelling in that town, nearly adjoining his cigar factory. He reports a fair trade at present.

C. H. Buzby, of McSherrystown, last week filed a petition in involuntary bankruptcy. His liabilities are placed at about $25,000, and his assests are valued at $16,000 Although his assets include some desirable property in that town, it is doubtful if its valuation could be fully realized at a forced sale.

Lightning struck the cigar store of Miller & Stolley, at Davenport, Ia., last week, but no serious damage resulted.

Crop Reports.

CONNECTICUT.

Owing to the excessive moisture of the last few weeks, the prospects for a good crop of tobacco this year are poor. It is admitted that the crop will not reach the average. The plants grown under canvas are said to be in even worse condition than those grown in the open. At this season of the year plants should show from twenty to twenty-five leaves. This year they show only seven or eight.

MASSACHUSETTS.

The Connecticut Valley tobacco crop is in fine condition though somewhat backward.

The shade-grown Sumatra leaf has made rapid advances in the past two weeks. Growers complain that the Sumatra strain became crossed with the Havana seed leaf last season. In consequence considerable resetting of Havana seed leaf, which grows in the open, has been necessitated.

NEW YORK.

Much rain has fallen during the past two weeks in the Chemung Valley and Big Flats districts. On July 7th 3.86 inches of rain fell between 8 a. m. Saturday and 7 p. m. on Sunday. A hailstorm also destroyed many tobacco crops south of Elmira.

PENNSYLVANIA.

Notwithstanding late copious rains, the tobacco crop is somewhat backward, although progressing rapidly during the last week. Some of the low lands have suffered lately owing to high water, which in several instances necessitated replanting. Crop is quite as large as last year.

WISCONSIN.

Transplanting has been completed and the crop thus far bids fair to become one of the best in recent years. The ground is in an excellent condition for rapid growth. Several crops of Sumatra under shade are well under way.

Trade in Reading.

The cigar trade here is very busy, and the books at the revenue office show that the manufacturers of this district are producing cigars at the rate of 2,500,000 a week. This is the largest output the trade has ever reached. The leading manufacturers are rushed with work. They are making fewer cheap cigars than ever. Their sales of the better grades are increasing in the east as well as the west, where many of their goods are sent. The number of factories is increasing steadily. Two new factories were opened this week, and this is rather below the average number. Internal Revenue Collector Cranston and stamp clerk Trexler report that the tobacco trade is brisk and will be the heaviest every experienced. A number of dealers have filed their forms for the collection of the rebate due them owing to the cut in the tax on tobacco, which went into effect July 1, from 9 6-10 cents per pound to 6 cents.

P. J. Blachman, has filed a bond for a factory at 240 South Eleventh street, in the building formerly occupied by Lotz's hat factory. Samuel Searle has filed a bond for a factory at Stouchsburg.

H. D. Hackman, cigar manufacturer at Womelsdorf, has broken ground for a handsome new residence on East High street, that place. He is very busy at present.

The firm of Hartman & Riegel, cigar dealers and manufacturers, with a store at 809 Penn street, and factory in the rear of 27 South Ninth street, have dissolved partnership, Howard W. Riegel, the junior member, retiring. The firm will hereafter be known as Hartman & Son, with A. S. Hartman and his son Clarence the owners. The business will be continued as before.

The well-known figure of a "Pompey," which stands outside of the cigar store of A. S. Orth, 35 North Fifth street, was given a fresh coat of paint last week. Not many years ago every well-regulated cigar store had the large wooden figure of an Indian or Punch, but they are going out of style, owing to their expensive character. Today there are but two used in the city besides that of Mr. Orth. These are owned by George R. Maltzberger and S. C. Ermentrout.

Morris Greenburg, of Allentown, visited Reading to file a bond for a cigar factory to be opened in Allentown.

The wet weather of the last few weeks interfered considerably with the cigar trade, owing to the difficulty in drying tobacco. A number of manufacturers are running fires in their departments where tobacco is dried for use in making cigars.

The large cigar factory of Stewart, Newberger & Co., North Eighth street, is working overtime every evening. The firm reports this as its best year. The working force has been more than doubled the past two months.

The factory of J. G. Spatz & Co. is one of the busiest in this district. Mr. Spatz booked a number of large orders while on an extensive western trip. Their output has been about 140,000 cigars a week for some time. The American Empire and the Three Martyrs are the leading brands.

Harry B. Jackson has completed making alterations to his cigar factory in the rear of his residence. The place has been enlarged and two new hands put to work. Mr. Jackson enjoys a large trade on his Eclipse and No Veto nickel brands, which he has been manufacturing the past seventeen years.

H. S. Hossler, proprietor of the Bon Ton Factory and the Continental Cigar Store, received the registration papers for a new brand called the El Dorado de Habana, which he will introduce to the trade in a few weeks. He is sending his product all over the state.

C. L. Scheffler is pleased with the success his new nickel brand styled Judge is meeting with. He is very busy, and his factory is obliged to run overtime in order to get out the goods. He also enjoys a large run on his Royal Mystery cigar, and says the fall outlook is good.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

There have been a few sales within the last few weeks at moderate prices. Such as have been given out range from 17 to 20 cents through, according to quality. Some of these 500 cases sold were of lots held on commission, as parties were anxious to realize on their crops without waiting for the sweat. There is but a small quantity held in any of the towns. Hatfield probably has the largest amount. North Hadley has two crops, Whately has 3 lots. S. B. Crafts has 60 cases, W. W. Sanderson has about 300 cases and H. S. Allis some 8 cases. Conway 2 lots, J. B. Packard some 8 cases and H. T. Newhall the same. At Hinsdale, N. H., there are 4 fine lots, so it is plain to see that only a very small

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

J. M. McGUIGAN
5 CENT BRANDS
Lucy Nevin Rose La Colonia Cassandra Indian Pride
MANUFACTURER OF AND WHOLESALE DEALER IN
ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
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High-Grade
Seed and Havana
CIGARS
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R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
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STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

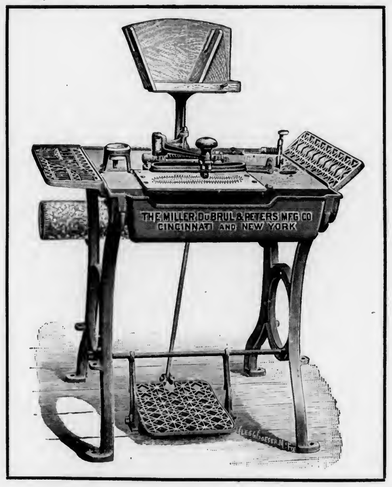
S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

THE TOOL AND THE HAND

By use of the DuBrul Dieless Suction Table and the hand of the operator you get a perfect cigar, and a perfect cigar is what we are looking for.

The imperfections of a machine made cigar are many and glaring.

A machine could make a passable cigar if every bunch were like every other bunch. Such is not the case, but the machine goes on working just as if it were, and no wrapper really and faithfully follows the lines of the bunch; consequently, we have loose wrappers, pockets, false heads, and a cigar whose wrapper shrivels up and makes what would otherwise be recognized as a fine smoke look like a twofer.



The human hand is the only machine that can properly roll and wrap a cigar.

The hand of the operator with a wrapper cut and held stretched on a DuBrul Dieless Suction Table makes a cigar which comes as near perfection as anything produced by human effort can be.

The Dieless Table has come to stay. It will most certainly supplant all other tables.

It cuts a better wrapper than a table fitted with dies and rollers could possibly cut. It doesn't get out of order and require constant attention and repair. It leaves the table open and flat for the operator to work upon, with no dies or other makeshift in the way. Palm work comes natural instead of finger work, as is the case when dies are used.

This table is so simple in action, and its working parts are so few and easily understood and kept in good shape, that operators are glad to use it; they won't use any other if they can help it.

To further progress, we should like to see some way to improve this table, but how it can be improved we must admit is altogether too much for us.

There are a multitude of reasons why this table is needed by you, and a line from you will bring the reasons from us.

If you must use a Die Table, you ought to use the best of that sort. We make it, and we can show it to you at our offices.

Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

quantity is in the hands of the farmers. The fields show an excellent stand and tobacco is growing faster than would seem possible on account of the cool weather.

Our correspondents write:

Hatfield: "The shade-grown tobacco is growing fast, and much of it is heading out. Not much of the open will be ready for topping before the 10th of this month. A few plots will be ready the first of the week. The crop is growing rapidly. No sales to report. The Sutters are sampling their 1901 lot at their warehouse here."

Vernon, Vt.: "The tobacco crop in this town is all set, and most of it has been hoed, some of it the second time. Cut worms are not plenty. It has been the best season I have ever known for transplanting tobacco. It grows rather slowly on account of unusual cool weather. The acreage is not as large as usual."

Southampton: "Tobacco has grown more rapidly than it seems possible on account of the unusual cold weather. The stand was never better; missing plants are hard to find. Less cut worms than usual. A few warm days and nights will show a great change."

Amherst: "The early planting shows up well. Topping will begin from the 18th to the 21st, and a fine crop is promised. Plants are beginning to spindle and are growing rapidly. Very little old tobacco is left."

Hinsdale, N. H.: "Some of the tobacco has been hoed the second time, yet a very considerable part of the crop is small, owing to the cold weather. The plants are stocky and good color. Several fine crops in the growers' hands. No buyers in sight."

North Hatfield: "Some pieces of tobacco will be ready for topping in ten days. Some very early pieces a little sooner. There are some later pieces that will not be ready before the first of August. It is all growing very fast."—American Cultivator.

BALDWINSVILLE, N. Y.

The market continues quiet with few sales reported. John Baer, of Lancaster, has been in town for a few days and has been riding with a local buyer, and is reported to have picked up about 100 cases of 1901. A few small shipments have been made from the warehouses, and a small lot of old cased goods was taken in at one of the large warehouses Tuesday, but has not yet been sampled. The weather continues unfavorable for the crops that have been set, and there are quite a number of growers who have not yet finished transplanting. —Gazette.

EDGERTON, WIS.

The new crop is making a remarkable growth in all sections, though the heavy rains of late have delayed some needed cultivation. It is generally admitted that the crop never looked more promising at this season of the year, with prospects of an unusually early harvest.

Nothing is apparently doing in the way of the remnants of cured leaf remaining in growers' hands. A single transaction, that of Erich Smalley, 29cs, at 9c, is the only sale coming to notice.

Dealers report a dull market in old leaf and transactions of a limited nature. L. B. Carle & Son have sold a car lot and C. L. Culton a few moderate sized orders for the week.

Shipments, 300cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 439 hhds; offerings on the breaks, 572 hhds; sales, 492 hhds.

The New Orleans freight engagements are apparently filled, and buyers being less pressing the market for Bremen sorts was irregular and easier. Sellers refuse to accept a decline, and reduced offerings and rejected freely.

The bulk of the crop has reached the warehouses, and receipts will continue to decrease.

The weather has been hot and dry, the mercury ranging between 95 and 99 degrees. The watercourses are falling steadily.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.25 to 6.25
Common Leaf	6.25 to 7.00
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00
Selections	12.50 to 14.00

HOPKINSVILLE, KY.

M. D. Boales.

The market this week was strong and a bid or two higher on Lugs and Common Leaf, which were freely taken by several buyers, while Medium, Good and Fine Leaf ran barely steady. These better grades of Leaf are selling very cheap, quality and stock supply, along with crop prospect of only a three-quarter crop, making them a good investment. Long cigar leaf, 7 to 9 cents, long working leaf, 6½ to 7½c, Good and Fine Bremen Spinners, 7½ to 9c, were never better or cheaper.

Lugs—Com. 4¼ to 4¾c; Med., 4¾ to 5¼c Good, 5¼ to 5¾c Fine, 5¾ to 6¼c.

Leaf—Com., 5¾ to 6¾c; Medium, 7 to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

The weather dry, with cool winds the last two days. The crop, while there is an irregular and bad stand in many fields, is looking fairly well and some will be in topping stage next week. Receipts are falling off largely and nearly all factories closed, showing the crop is well in warehouses and sold. Only about 3,000 hhds are left and season half gone by. Holders are less disposed to sell.

Receipts for the week, 180 hhds; year, 10,910. Sales for the week, 406; year, 7,487; Offerings, 348; Rejections, 92.

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

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Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
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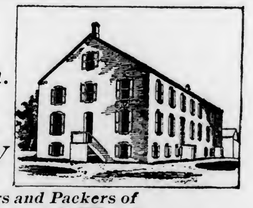
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith — A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

J. N. Hostetter Manufacturer of Fine Pennsylvania & Havana **CIGARS**
Made exclusively of the Best Old Re-Sweated Cigar Leaf Write for Prices.
Mount Joy, Pa.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
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DAILY CAPACITY 1,000
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CIGAR BOXES and SHIPPING CASES
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CIGAR MANUFACTURERS' SUPPLIES.

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CIGAR MOLD SHAPES

and everything in the line of Cigar Manufacturers' Supplies that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
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Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

Manufacturing Cigars for Export.

[Concluded from p. 7]

tain in detail all the data indicated by the said form, for the month of manufacture covered thereby, and the oath appended thereto must set forth that the said certificate is a correct abstract from the designated series of the special manufacturing record, and that the same justly and truly represents the quantity of imported tobacco used and the number and size of cigars manufactured therefrom specially for export. As ordered by the collector, the correctness of such certificates will be verified by a comparison of the same with the special manufacturing record, before liquidation of the entries.

In liquidation, the weight of tobacco in condition as imported, which may be taken as the basis for allowance of drawback, may equal the weight consumed, as shown in the drawback entry sustained by the sworn abstract, after official verification of exported quantities, size, names, and serial designations. Examination of the goods will be made at the factory, after which the packages will be securely corded and sealed, as provided by internal revenue regulations, to be thereafter delivered for export shipment.

LATE REVENUE DECISIONS.

Assignment of Claims.

The Commissioner has ruled that the assignment of any claim for drawback or rebate of taxes under the act of April 12, 1902, before the amount due was ascertained and warrant issued, would be in contravention of Section 3477 of the Revised Statutes of the United States.

Rebate Claims.

The Commissioner has ruled that a claim for rebate of taxes on tobacco held in stock on July 1, 1902, cannot include the claim for rebate of tax on tobacco which was in transit on that date, that a separate claim may be presented for rebate of tax on tobacco in transit after the several consignments have been received; that a supplemental claim may be made after July 1st, to include rebate on whatever goods were in transit July 1st, without reference to the aggregate amount of rebate involved in the claim, whether more of less than ten dollars; that a claim for rebate on tobacco in stock July 1st, amounting to less than $10, may especially refer to in transit goods, indicating that a supplemental claim would be made for rebate thereon, and a dealer can subsequently make a supplemental claim for rebate on such goods; the two separate claims to be presented to the collector and by him forwarded to the office of the Commissioner of Internal Revenue for examination and consideration jointly as one claim, provided the aggregate rebate involved in the two claims amounts to $10 or more.

Cigar Vending Machines.

The inventor of a cigar vending machine submitted for approval a design of his machine, together with a series of paper cigar pouches, the machine to consist of a revolving wheel upon the rim of which the inventor proposed to place the sheet of pouches containing 25 cigars, the stamps and statutory caution notice label to be applied to the proper pouches. He was advised that the office would not authorize a manufacturer to put up his cigars in pouches, making a bundle of cigars, in lieu of wooden boxes, and any machine constructed on the idea represented by the drawing would not be approved for use in vending cigars. It was further advised that all cigars are required to be put up in new boxes not before used for that purpose, and that the manufacturer is required to affix to each box containing the cigars a caution notice label in form prescribed by the statute, and properly brand his boxes and affix an internal revenue stamp to each box and properly cancel the same before the cigars are removed from the place of manufacture, and that when the cigars are sold the box must be removed from the machine and the stamp utterly destroyed, and that the box could not be used again for packing cigars.

Stemming Leaf Tobacco.

A tobacco grower and dealer, who inquired whether, as such, he was privileged to sell the scraps resulting from stemming leaf tobacco without qualifying as a manufacturer, was advised that a grower is privileged to sell his leaf tobacco in the condition in which it was cured on the farm without restriction, but that he is not privileged to stem, twist, roll, grind, sweeten or otherwise change his tobacco for the purpose of selling the product unstamped to consumers or other persons, and, further, that a qualified dealer in leaf tobacco is privileged to stem his tobacco and sell the stemmed leaf or strips to other qualified leaf dealers, or to manufacturers of tobacco or cigars or to persons who export the same; but such stemmed leaf tobacco or strips can not be sold to consumers although the leaf dealer may have himself raised the tobacco. Tobacco scraps, the refuse of leaf, waste and broken leaf, which accumulate in the hands of a dealer in leaf tobacco, and which result from the handling or re handling the stemmed or unstemmed leaf, may be sold by such dealer to other dealers, or to manufacturers of tobacco or cigars, but

A Whole Building on Broadway

less the ground floor (5 floors just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
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SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
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High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

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H. J. Heischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best

that he is not privileged by use of cutting or other machines to manufacture tobacco scraps, cuttings or clippings from stemmed or unstemmed leaf or by stripping the scraps from the stems by machinery.

In another case a leaf dealer who had invented a machine which will be used in saving the scraps in stemming, asked under what condition the tobacco can be stemmed. He was advised that a qualified dealer in leaf tobacco may remove the stems with stemming machinery and that the refuse scraps, waste and broken leaf which accumulate from stemming or rehandling the unstemmed leaf, may be put up in cases or bales and sold to other qualified dealers in leaf tobacco, or to manufacturers of tobacco or cigars, as provided by the Regulations, No. 8, pages 17 and 18, and the fourth paragraph on page 24; and that if it is desired to reclaim tobacco from tobacco stems and produce scraps or granulated tobacco therefrom, the leaf dealer must qualify as a manufacturer, and may thereafter sell his products to other qualified manufacturers under special permit to be issued by the collector on Form 100, and in quantities of 500 pounds or more, as provided by the Regulations, No. 8, pages 9 and 10; further, that dealers in leaf tobacco are not privileged to manufacture fine-cut shorts, scraps, cuttings or clippings by use of cutting or granulating machines, but that all loose scraps, waste and broken leaf, which result from stemming the tobacco, may be sold in that condition in bulk to qualified dealers in leaf tobacco or to manufacturers of tobacco or cigars.

—

Glass Packages for Cigars.

In regard to the use of glass jars for packing cigars the Commissioner has had occasion to advise interested parties that the only package of that kind approved by his office consists of a pasteboard box large enough to accommodate a glass jar holding 25 or 50 cigars, the manufacturer being required to affix on the pasteboard box or print thereon the statutory caution notice label, and brand or stamp thereon the registered factory number, the number of the district and State, and number of cigars, as provided by Sections 3393 and 3397, Revised Statutes, and that to each such pasteboard box an internal revenue stamp must be affixed and properly canceled by waved lines, and by the registered factory number and the date of use being printed directly on the stamp, the stamp to be so applied as to seal the box and prevent the cigars from being removed without breaking the stamp. The glass jars contained in the package to remain therein until the cigars have been sold, and that any removal of the glass jar from the original package for the purpose of exposing the cigars for sale at retail from such jars would subject the cigars to forfeiture. In addition, the manufacturer is required to print on each such pasteboard box or affix a label thereon on which shall be printed a notice, to-wit: "The glass jar contained in this package must not be removed therefrom until all the cigars have been sold." Before using such combination package a sample box containing a glass jar and showing how the box will be labeled, branded and stamped must be submitted to the office for inspection and approval.

—

Preparation of Cigar Fillers.

A cigar manufacturer who complained to the Commissioner that his collector had prohibited his removing his cigar clippings to another factory for the purpose of having the same cut and afterward returned to his factory for use as filler in the manufacture of low grade cigars, was advised that refuse scraps, cuttings and clippings could, under Section 3,362 Revised Statutes, be sold in bulk as material and without payment of tax, by one manufacturer directly to another manufacturer, under such restrictions and regulations as the Commissioner may prescribe; that the Commissioner by Regulations No. 8, has prescribed that whenever a manufacturer desires to sell his refuse scraps, clippings, or cuttings to another manufacturer to be further manipulated and manufactured, or mixed with other manufactured tobacco, he must apply to the collector of his district for a special permit to make such a sale and transfer; that if the collector is satisfied that this product is not a merchantable cut or granulated tobacco, he will issue the special permit on Form 100 authorizing the transfer of the material from one factory to another, and make a record of the transaction on his book 111; after removal from one factory to another the material may be reduced to filler tobacco and used in manufacturing cigars; the manufacturer reducing the tobacco material to filler tobacco may transfer the same to another qualified manufacturer of cigars under special permits (Form 100), record thereof to be made on his book 111; the manufacturer in each of these cases will account for all material received on book 73, and monthly returns Form 72; that any other transfer than is here designated would be unlawful, and the manufacturer receiving stemmed tobacco, or scraps, cuttings and clippings on his bonded premises without accounting for such material on his monthly return, Form 72 and book 73, would incur the civil and criminal liabilities imposed by Section 3,390 of the Revised Statutes.

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BUSINESS CHANGES, FIRES, Etc.

California.

Stockton—Brown & Copsey, cigars, etc.; chattel mtge. $1,000.

Connecticut.

Luther M. Case, wholesale leaf tobacco dealer; receives warranty deed and gives mtge. $4,500.

Illinois.

Bloomington—J. B. Wood, cigars; sold out.

Chicago—L. H. Jackson, cigars; attachment, $1,374.

Indiana.

Bedford—Geo. W. House, cigars and tobacco; succeeded by W. A. Johnston.

Hammond—Wm. Hartman, cigars; discontinued.

Massachusetts.

Boston—Francis P. Norton, cigar manufacturer; involuntary petition in bankruptcy on a disputed claim.— —Edw. L. White, cigars; discontinued.

Michigan.

Grand Rapids—Bradley Cigar Co., manufacturers; trust chattel mtge.

Hillside—Charles A. Bail, cigar manufacturer; succeeded by the Equitable cigar Co.

New Hampshire.

Manchester—Daniel Lambotle, cigar manufacturer; discontinued.

New York.

Buffalo—Kirby & Co., wholesale cigars; succeeded by Henry W. Viden & Son.

North Dakota.

Fargo—Haggart & Smith, cigars, etc.; C. W. Haggart, individually real estate mtge. $725.

Ohio.

Bellefontaine—B. G. Cushman, cigars; real estate mtge. $775.

Dayton—Cotterill, Fenner & Co, tobacco manufacturers; petitioning for appointment of receiver and dissolution of partnership.

Pennsylvania.

Philadelphia—Otto Eisenlohr & Bros., cigar manufacturers; August C. Eisenlohr admitted.

Shamokin—J. E. Hanley, cigars and tobacco; judgment, $147.

Wisconsin.

Janesville—John Soulman, cigar manufacturer; succeeded by H. O. Schmidley.

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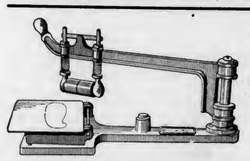

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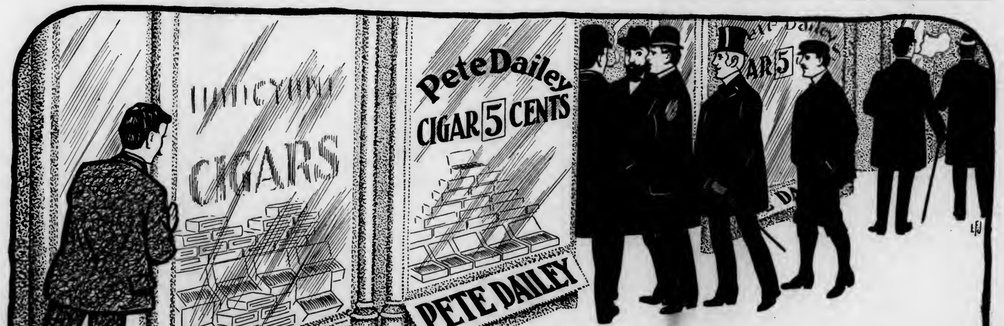

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BY DIVERS HANDS

Chapter XXX.—"HONEY, WON'T YOU HAVE A SMOKE?"

By MORRIS D. THEOBALD, of The Theobald & Oppenheimer Co.

The young British officer stumbled rather than walked from the presence of General Jackson. He had heard that lion roar whose talons his comrades in arms had felt in the trenches before New Orleans; and the roar had been so dreadful he almost envied the dead. Of all the millions who use or have used the English speech Andrew Jackson's vocabulary of business-like epithets was probably the most copious. He had just licked the British—had taken the sand out of them as it had never been taken out of them before, not even in the Revolution. Yet it would be an injustice to his memory to say that he was an exultant victor. He did not rejoice in his own personal success over the unfortunate Pakenham; all his happiness over the victory was for his country. A more commonplace man than Jackson would have been softened by his own tremendous achievement, and might perhaps, have yielded to the prayer of one of the defeated. In that case this story would not have been written. But Jackson stormed and raged; the thunders of his voice shook the walls, and the lightning flashes from his eyes threatened destruction to the unhappy youth before him. There was no staying the tempest. The Englishman's prayer had been natural enough. His brother, his elder by a few years and the heir to an ancient name, was a prisoner in Jackson's hands. He had been captured while performing the odious but necessary duties of a spy, and would have been executed the day before the battle had not Pakenham's sudden onslaught given a different direction to Jackson's immediate plans Jackson's petitioner represented that, since the British had lost, clemency might very properly be exercised by the victor. He urged this view upon the stern American commander with all the eloquence at his command. Indeed, he pleaded his brother's cause with far more fervor than he would have pleaded his own. General Jackson had listened to him in gloomy silence and the storm did not break until the last word had been spoken, but when the explosion came it was terrifying. "Old Hickory" gave that young Britisher that day a lecture upon the ethics of war, if war may be said to have ethics, such as no human ears had ever heard before. He denied his petition. He denied it peremptorily and with fury. He swore "by the Eternal" that the prisoner had merited death, and that death should be his portion, and that not because he was an enemy, but because, had he been successful, the result of his work would have been the death not of one, but of thousands of Americans It made the case all the harder for the young man into whose ears the ominous negative of General Jackson had been thundered, that being himself a soldier, he felt the denial was righteous. Nevertheless his face blanched, and as he rose to leave the presence of General Jackson his knees trembled and he stumbled from the room.

The other room had been empty when he passed through it on his way to General Jackson, but when he entered it again it held an occupant. This was a lady already past middle age, yet of stately presence and of a glorious beauty. She was dressed with a primitive simplicity, and was smoking a pipe. She was enjoying it, too. It was a common corncob with a bamboo stem and had evidently seen much use. As she smoked, the lady—and even the tear-dimmed eyes of the young soldier could see she was in very truth a lady—watched the curling smoke ascend. There is no mystery about the personality of this lady. She was General Jackson's wife, that wife whom, as George Bancroft said in his eulogy of Jackson, "he reverenced with the tenderest respect and loved with the most passionate devotion"

MR. MORRIS D. THEOBALD.

Mrs. Jackson's kindly eye did not fail to note the agitation of the young man who had come into her presence in the manner I have described. She arose, and laying a soft and beautifully molded hand upon his shoulder, looked into his face as his mother might have looked into it. Then, removing the pipe from her mouth, with the other hand she extended it to him and said in a voice the sweetest he had ever heard: "Honey, won't you have a smoke?"

From any other lips, under any other circumstances, this invitation would have seemed grotesque, but from the matron before him it came like a benediction. It was as soothing as salve upon a fresh wound, as gracious as a smile from his own mother's face.

The young man took the pipe Mrs. Jackson had proffered to him, and, divining that she was as august as the terrible old man in the other room, led her back to her seat with an air of the most courtly deference.

"Madam," he said "I do not smoke."

"Then," answered Mrs. Jackson, "you deprive yourself, in a trying moment, of the greatest comfort a wounded spirit may know. There is no comfort like a pipe. It has been to me a solace such as I have found nowhere else. I am a woman, and one of the few women in the world who smoke. Heaven knows I would not have all women become smokers, but upon every heavy-laden fellow mortal, man or woman, I would urge this great comfort. At the moment I behold you for the first time, young sir, I find you heart broken over what I cannot cure and what is better, perhaps, should not be cured. I do not know your story, nor do I seek to know it, but I know the General, my husband. I know that if he has denied you a prayer upon which your heart was set, he has acted with the highest wisdom as he always acts. Nay, do not let the hope spring in your bosom that I will intercede with my husband on your behalf or on behalf of another. It would pain him, but it would not move him. Go your way, young man. You shall yet know happiness, and when you have learned to smoke, and I urge you to learn soon, come back to me and we will have a pipe together."

But, they never met again.

Next Week.—Chapter XXXI:—"Prince Florizel of The Bowery," by Leo Gershel, of L. Gershel & Bro.

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Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
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JULY 23, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

X.

"Gentlemen, we have great problems. We can only solve them by degrees. We can only solve them by doing well each particular bit of work as it comes up for solution Much can be done along the lines of supervision and regulation of the great industrial combinations which have become so marked a feature in our civilization, but if we recklessly try without proper thought, without proper caution, to do too much, we shall either do nothing or else we shall work a ruin that will be felt most acutely among those of the citizens who are most helpless.

"It is no easy task to deal with the great industrial tendencies To deal with them in a spirit of presumptuous and rash folly, above all to deal with them in a spirit of envy and hatred and malice, would be to invite disaster; a disaster which would be so wide-spread that this country would rock to its foundations. The Mississippi sometimes causes immense damage by flood. You can't dam it and stop the floods, but you can regulate them and control them by levees. You can regulate and control the current, you can eliminate its destructive features, and you can do it only by studying what the current is and what your own powers are."—From President Roosevelt's Fourth of July speech at Pittsburg.

President Roosevelt is too experienced in the ways of his fellow countrymen to believe for a moment that any great public question, such, for instance, as the problem of the trusts, is likely to be discussed during a national campaign in anything like a spirit of calmness or fairness We all know, who are twenty-one years of age and over, that a national campaign is a time of apoplectic excitement and fury, when envy and hatred and malice go about undisguised, and when cool reason seeks retreats far from the haunts of public speakers and their audiences. Fortunately the next national campaign, in which these very questions are to be discussed in the usual angry and hateful way, is still a long way off. In the meanwhile we can consider these questions calmly, and with good will towards all parties concerned, in this place. It is most fitting to discuss the relations of the great corporations at present engaged in the manufacture of cigars to the rest of the trade in The Tobacco World, because in this arena envy and malice and that spirit of presumption and rash folly against which President Roosevelt warned his hearers are not at all likely to get mixed up with the combatants or with the questions under consideration.

In the very first place, it must be borne in mind that the great corporations are perfectly within their rights in manufacturing cigars. It is in every way as legal for a corporation with millions of capital in its treasury to manufacture and sell cigars as it is for the smallest buckeye in New York, Pennsylvania, Ohio or Illinois to do so. The aim of those who have already appealed, or who will appeal to Congress, or to a state legislature, to put a curb upon the competitive aggressiveness of the great corporations is avowedly to obtain proof of unfair and oppressive methods. Time alone can show whether or not they shall be successful in their aim. To a man up a tree it looks as if they had a mighty hard job before them. No corporation is ever as harsh to its smaller competitors as a large individual operator is likely to be. As Mr. Joseph H. Choate once said, no corporation would dream of being as relentless toward its competitors as the late Alexander H. Stewart during his lifetime rejoiced in being toward his. Stewart simply mowed down his business rivals, and went through life without even being threatened with an indictment.

In the next place, it is proper at this point to show how there comes to be in the tobacco trade that aggregation of corporations to which the name of trust now popularly attaches. To the student of events in the tobacco trade during the past twenty years it would appear that

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the origin of these corporations, or at least of the first of them, is owing to the invention of a practicable cigarette making machine.

Prior to 1885 all the paper wrapped cigarettes made of Virginia or North Carolina tobacco manufactured in this country, and these were practically the only cigarettes generally smoked at that time, were made by hand at a cost of from 80 cents to $1.10 per thousand. The five leading manufacturers of such cigarettes at that time were the firms of W. Duke, Sons & Co., Allen & Ginter, Kinney Bros., Goodwin & Co., and William S. Kimball & Co. Just prior to 1885 Albert Hook, an impecunious mechanic employed in a designer's shop in Centre street, New York city, invented a machine by the use of which the cost of rolling 1000 cigarettes was reduced to about 5 cents. This enormous reduction in the cost of manufacture made the cigarette perhaps the most profitable article of manufactured tobacco ever placed upon the market. By 1890, the success of combinations of capital in other lines of industrial enterprise having been amply demonstrated, it was inevitable that a consolidation of the five cigarette manufacturing concerns above named should come about, and accordingly it was effected in October of that year. The rest is history.

Business Failures.

Dun's Review of July 12th, 1902, gives some interesting information on the reported failures for the second quarter of 1902, including April, May, and June.

In their list of liquor and tobacco manufacturers were reported during this period twenty four failures, with aggregate liabilities of $263,552, or an average of $10,574 75.

The failures among dealers in liquors or tobaccos were 207, with aggregate liabilities of $1,133,240, or an average of $5,474 59.

During the month of June the failures of manufacturers of liquors or tobaccos were 8, with total liabilities of $28 856 or an average of $3,607, and among dealers, 63, with total liabilities of $516,289, or an average of $8,196 65.

A comparison of these figures with those of previous years, as regards manufacturers is as follows for the second quarter:

Year	Number	Aggregate	Average
1902	24	$263,552	$10,575.75
1901	23	631,556	27,458.95
1900	26	184,590	7,099.42
1899	26	567,367	21,821.82
1898	17	576,484	33,910.88

A comparison for the month of June as regards manufacturers is as follows:

Year	Number	Aggregate	Average
1902	8	$28,856	$3,607.00
1901	8	477,266	59,658.25
1900	10	135,869	13,586.90
1899	9	219,167	24,351.88
1898	9	274,092	30,454.66

Among the failures of traders the comparison of the second quarter with those of previous years is as follows:

Year	Number	Aggregate	Average
1902	207	$1,133,240	$5,474.59
1901	199	915,328	4,699.63
1900	230	1,110,230	4,827.08
1899	178	649,273	3,647.60
1898	245	985,942	4,024.25

With the traders the failures of June, 1902, compared with previous years show as follows:

Year	Number	Aggregate	Average
1902	63	$516,289	$8,189.65
1901	66	394,207	5,972.83
1900	73	373,990	5,123.15
1899	81	264,664	3,267.44
1898	105	407,597	3,881.87

Cincinnati Trade Acts.

Meeting Held of the Cincinnati Seed Leaf Tobacco Board of Trade.

President Louis Newburgh and Secretary John Staun, of the Cincinnati Seed Leaf Tobacco Board of Trade, called a meeting of that association on July 11, which was held at the Gibson House and was well attended.

This meeting was called for the purpose of considering and taking action on the combination agitation, in conformity with the desires expressed by the National Association, at its last annual meeting, held in Cincinnati in May.

President Rosenwald, of the National Association, has requested the co-operation of Local Boards in procuring all possible evidence of unfair methods, which information is to be forwarded to the Attorney General of the United States.

Information thus far at hand has not been sufficient to warrant legal proceedure, and it was decided by the presiding officer of the National Association to consult the trade throughout the country, with a view to securing sufficient information to carry on a prosecution.

The Cincinnati, O, and Lancaster, Pa., Boards were among the first to respond to the National President's call.

Marcus Doerhoefer Dead.

Marcus Doerhoefer, manager of the Monarch Tobacco Company, of Louisville, Ky., and formerly a large stockholder in the American and Continental Tobacco Companies, died at his home in Louisville on July 14th.

SILVEIRA & CO.

General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE.

WALTER HIMML,

Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

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Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & CO.

Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110 HAVANA.
NEW YORK OFFICE: 168 Water St.

MANUEL MENENDEZ PARRA,

Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Angeles 10, HABANA.

La Flor de J. S. Murias & Co.

of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Sreet 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.

Amargura 7,
P. O. Box 728. Habana, Cuba
Cigar Department Manager, EDMUND WILL

HAMBURGER, BROS. & CO.

Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Sumatra Marks.

YORK, PA, July 15, 1902

DEAR MEDICINE MAN:

Please give me an explanation of the marks on Sumatra. HANS T.

The Answer.

Nineteen distinct shades of color are recognized by those who assort Sumatra leaf, and these shades are known by marks branded on the matt, which are recognized instantly by dealers the world over.

Following is a list of these marks:

No.	Mark	Shade
1	D	Dark
2	B	Brown
3	V	Clay color
4	L	Light and yellow
5	B B	Colory, multi-colored, marbleized
6	G	Coarse leaf, of all shades, without specks
7	P	Brittle leaf, marked with sweat, or blackish water spots.
8	K	Lifeless in color
9	S	Slightly speckled, dark and brown
10	SL	Slightly speckled, clay color and clear
11	SS	Much speckled, all shades
12	R	Rusty. lifeless speckles
13	XB	Slightly broken, dark and brown
14	XL	Slightly broken, clay color and clear
15	XS	Slightly speckled and broken, or much speckled and little broken, all colors
16	XSS	Much broken and much speckled, all colors
17	X	Much broken, all colors
18	XK	Broken, rotten
19	XX	Sweepings, short tobacco, unsuited for the European market.

How Clay Pipes are Made.

CHICAGO, July 12, 1902

DEAR MEDICINE MAN:

Can you conveniently tell me. that is, within reasonable limits, how clay pipes are made? WILBUR Y

The Answer.

The clay from which the ordinary clay pipe is made is in its natural state of a slate color; it changes to white in firing.

The clay is soaked in tubs for ten or twelve hours, until it has been soaked into a mass, to prepare it for working. It is then put through a pug mill, in which it is mixed to make it a uniform consistency and bring it to the temper; it should be like a stiff dough As it comes from the pug mill it is made up into balls or bunches about the size of a peck measure. From the clay thus prepared for use without any admixture whatever, the pipes are made.

The first step in the process is the working of portions of the clay into what are called rolls. A bunch of the prepared clay is placed upon a bench and the roll maker picks off two lumps of clay which he lays on a board in front of him on the bench. He rolls both lumps at once, one under each hand, rolling them out into elongated tapering shapes, with the thick ends or heads toward the thumbs and the smaller ends tapering out on the little finger side of the hands.

These are the first crude shapes of the pipe; though their resemblance to a pipe would not be detected if one did not know that that was what was to be made of them; the roll looks more like a horse shoe nail with a round instead of flattened head, and a round instead of flattened stem; or it may be of a shape quite different from that; its shape and the length of the stem part depending on the style of the pipe to be made.

The rolls are laid on boards in bunches of dozens and put away to stiffen; after ten or twelve hours they are ready for molding. There are different kinds of molds, varying in some minor details, but practically alike in operation.

Some molds are, however, much more elaborate in construction than others, the mold for an ordinary pipe being in two pieces, while the mold for a fancy pipe might be in a half a dozen or more pieces. A pipe factory might have hundreds of different molds for almost as many styles of pipes. Molds for plain pipes are made of iron; those made for elaborate styles are sometimes made of brass or other compositions.

The mold for an ordinary plain pipe is of two parts, hinged at the bottom and opening vertically lengthwise. By the pipemaker's side is a board of rolls. He holds by a handle at one end, a wire that is to make the hole in the stem of the pipe. He picks up a roll and draws the stem part down on the wire; there is the stem of the pipe already made.

He bends the head end up a little to make it go more easily into the mold and that touch adds distinctly to the pipe look of it. He puts the roll in one side of the mold and shuts the mold up together and puts it in a press, bowl up. The closing together of the parts of the mold upon the pliable clay has already shaped the pipe upon the outside and there is a hole through the stem, the wire still remaining in it, but it has no bowl. A single turn of the side screw holds the mold firmly in the press.

Over the press is a lever to which is attached what is called a stopper; it is like a plunger attached to the underside of the lever by a pivot. When the lever is brought down the stopper is forced into the clay in the head of the mold and the bowl is formed.

The mold is taken from the press and the surplus clay around the edges of the mold, pressed out when the mold was shut together, is shaved off with a knife; the wire is drawn from the stem, and the now completely formed pipe is set aside. The celerity with which the work is done is surprising. An expert pipemaker can make seventy-five gross of common pipes in a week; forty gross, however, would be about the average.

When the pipe comes from the mold, the clay still damp, it is a little darker in shade than the clay in its natural state. The bowl almost glistens in its smoothness. The new pipes are set away in racks to dry out somewhat before the next step in the process, the finishing. Ten or twelve hours in a temperature of seventy five degrees is sufficient. There remains on the pipe a little seam, where the mold has come together.

In finishing the pipe, a wire is run through the stem again to clear the hole if there should be any obstruction, and the wire serves also as a handle with which to hold the pipe The seams are taken off, as is also the little burr of clay at the bottom of the bowl of the pipe over the hole from the stem. At this stage, too, the pipe is stamped with the brand, if it is to have one, if it is anything more elaborate than a single letter or two on either side of the pipe Designs are sometimes cut in the mold, but if it should be one across the pipe the mold seam would run through it, and a smoother finish can be given by stamping after the pipe has come from the mold Now the wire is drawn and the pipe is set back on the board, and the board is again placed in the drying rack; this time the pipes are to be thoroughly dried, and twenty four hours is about the time required.

Then the pipes are put into saggers, to be placed in the kiln. The sagger is a cylindrical shaped pot of fire clay, twelve or fifteen inches high and of about the same diameter. The longer stemmed pipes are laid in the sagger with regularity; the shorter stemmed, such pipes, for instance, as are to be finished later, with a stem piece of another material, and, perhaps to be colored in imitation of meerschaum, and have stems so short that there is no danger of bending them, are simply laid in loosely. On the average a sagger will hold about a gross of pipes, of some pipes, more, of others, less, depending on the size. The saggers, filled, are stacked up in the kiln in stands, a kiln of ordinary dimensions holding twenty-one stands or stacks nine high.

The pipes are first subjected for about five hours to a comparatively mild heat, which is called soaking; then the full heat of the kiln is put on and continued for twelve or fourteen hours. Then the kiln is opened and the saggers are taken out, with the now completed pipes. They come out white.

Fancy clay pipes are made in the same manner as common clay pipes. In the making of the more elaborate pipes, as for instance, one with a bowl in the resemblance of a head, more elaborate molds may be required. As stated above, molds of half a dozen or more pieces are sometimes used Of course it takes more time to make such pipes, but the general process followed is the same. The properties of the clay used in the manufacture of pipes are of course known and the effect produced upon them by heat. The slate colored clays used as here described burn white; some red clays burn red, and some pink and so on.

THE MEDICINE MAN.

A Big Un.

Paymaster General Bates, U.S A., possesses the largest cigar in the world. It is 63 inches long and as large around as a man's arm at the thickest section. Its composition includes twenty-two classes of Philippine tobacco. The huge cigar is the gift of Maj. W. H. Comegys of the pay department, who sent it to the paymaster with this note:

"I send you the largest cigar you have ever seen—at least the largest I have ever seen It is made of a number of the finest brands of tobacco grown in the islands. This was manufactured at San Fernando de Union, in Union province, P. I. The case is also a curiosity. It may be called a family cigar, as all smoke it, and the grandmother is supposed to finish it, or the cigar to finish the grandmother."

We have just sampled

another one of our packings

OF

1901 Connecticut

TOBACCO

This packing is running in

ALL FINE LIGHT COLORS

AND

The Yield is Excellent.

If you are in the market for such goods, you may do well by looking over our line.

You Will Find the Price Right.

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Importers of

HAVANA and SUMATRA,

Packers and Dealers in

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F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

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H. UPMANN & CO.

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OFFICE: AMARGURA 3, HAVANA, CUBA

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Manufacturers of Finest Havana Cigars EXCLUSIVELY
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UNITED CIGAR Manufacturers
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Kerbs, Wertheim & Schiffer,
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1014-1020 Second Ave., NEW YORK.

Late News from Cuba.

There is no virtual change in the market, although the volume of actual sales during the week ended July 12 amounted to only 3,100 bales, of which 2 000 bales were old Vuelta Abajo. Partido and Remedios fillers, 1,000 bales of new Vuelta Abajo and Partido factory vegas, and 100 bales of new Remedios (lower grades) for export to Germany. Prices are not only well maintained, but are beginning to stiffen perceptibly. The chief buyers were again local factories, which, with the exception of 400 bales new Partidos to a Tampa cigar manufacturer, also took the major portion of old Vuelta Abajo and Partido light fillers. A rumor that Don Gregorio Palacio had sold his entire holdings of two year old Vuelta tobacco (about 2,700 bales) was not confirmed, although this quantity might be taken out of the market at any time, as cigar manufacturers in Havana will need such goods, owing to the lateness of the present new Vuelta Abajo crop. $75 per qtl. has been paid for old choice Vuelta fillers by local factories, thus indicating how sorely the latter are pushed in obtaining fine goods

New Crop.

Vuelta Abajo arrives in fairly large quantities from the country every week, but the major portion will need from three to six months of storage in the warehouses before it will be thoroughly cured and fit to be worked, therefore, only such few vegas are taken by manufacturers as are of the temprano cutting. As regards wrappers, the result so far has been extremely unsatisfactory and the percentage in a vega is exceedingly small, sometimes amounting to only a few bales or parts of bales that might yield any wrappers.

Partidos—Every bale that arrives in Havana, if not of heavy quality, could be sold at once to supply manufacturers in the city, but there are quite a number of dealers who will not sell any part of their packings until the latter are completed, and this retards business to some extent.

Remedios—Old goods are held firmer and are bound to advance in price as soon as the northern buyers come to Cuba next fall. In the meantime holders are rejecting all bids which were made at former prices. The reports from the country as regards the new crop continue in the same unsatisfactory style; dealers refuse to pack, and farmers, in order to realize something, will be compelled to make their own escojidas. What results may be expected are best illustrated by the following actual example of a vega of 141 bales, which upon registering only gave:

14 bales of First Capaduras
36 " " Second "
85 " " Manchado and Botes
6 " " 6a (fit for Germany only)

Under such circumstances it is no wonder that dealers in Havana fight shy of packing on their own account.

Arrived in Town.

David del Monte, from New York.

Departures.

Sol G. Solomon left on July 8, by the Vigilancia, for a short vacation north. Marquis Prudencio Rabell left on July 12, by the Mexico.

Leslie Pantin evidently continues to combine business with pleasure, as his chief clerk registered over 350 bales of choice old Vuelta fillers purchased very recently.

H. Upmann & Co. purchased several hundred bales of light aromatic old Vuelta factory fillers, price being no object with this house, when it is a question of keeping up the standard of the H. Upmann brand.

Cano y Hno. again delivered 200 bales on their 1,000 bale contract, and sold 150 bales of their choice Tumbadero escojida besides, to another local manufacturer.

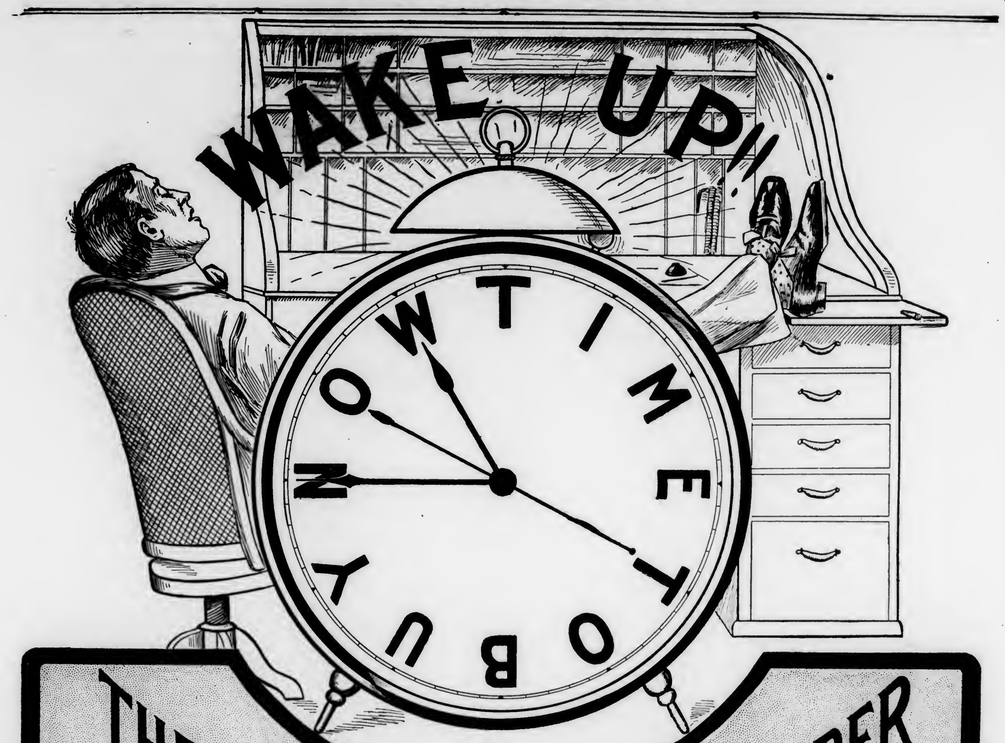
Jorge, P. Castaneda & Co. also sold 150 bales of their celebrated San Antonio de los Banos packing to cigar factories in Havana.

Aixala & Co will make another small packing of new Remedios in Las Vueltas, and continue to devote all their attention to their Tumbadero packings, without, however, trying to force them at the expense of a less careful selection, as they pride themselves on making a thoroughly clean escojida. They have a contract for their aromatic Artemisa packing as it arrives from the country.

Jose Santalla & Co. are not ready to offer any of their holdings, as they have only parts of vegas received so far, which, however, represent some of the best types of the Vuelta Abajo and Tumbadero grown this year.

Sobrinos de Antero Ganzalez broke the ice by selling the first small lot of new Remedios, which was sent to Germany upon a trial order by an exporter in Havana.

S. L. Goldberg & Sons.—"El Rubio" sold some hundred and odd bales of old Vuelta fillers to a



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NEW YORK
CHICAGO

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GEO. SCHLEGEL
138 & 140 CENTRE ST.
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MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
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F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

R. & B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

Importers
of
Sumatra Tobacco
Cable Address
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Joseph Hirsch & Son
1. 2. VOORBURGWAL 227 Office, 183 Water St
Amsterdam. Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

Starr Brothers
IMPORTERS
AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street,
NEW YORK.

local manufacturer. He is to day in the city, to morrow off for the Vuelta Abajo, and returning to Havana he is hurried to Alquizar by a telegram to supervise their Tumbadero packing, thus keeping on the go all the time.

L Friedman & Co. disposed of some 200 bales of old Vuelta Abajo and Partido fillers to local manufacturers recently.

Antonio Suarez & Co. have closed out all of their old Vueltas and are working hard upon their Partido and Vuelta Abajo packings. The former they could sell as fast as they arrive but Don Antonio has also to look out for some of his northern friends, therefore he will not compromise himself by making any binding contract with cigar manufacturers in Havana.

Arguelles y Busto are still holders of some of the best Remedios of last year's crop, and while they sold 100 bales recently, they are also believers in a better market as soon as the northern buyers have convinced themselves of the actual state of affairs in Cuba. They are packing largely in the Vuelta Abajo.

Adolfo Moeller intended to leave for New York on the Mexico, on July 12, but he was prevented from doing so, as he sold some 550 bales of old Vueltas in Havana lately, besides shipping 400 bales to the States and Germany and other business matters claiming his attention. However, he will go surely on July 15, by the Monterey.

Suarez & Co, better known under the name of their factory, La Flor de J. Suarez Murias, are busy in the execution of their numerous cigar orders. They have no time to complain about hard times, as they keep on in the regular way even if other people are apt to grumble now and then. They have a large escojida of the best grown Vuelta Abajo in Consolacion del Sur, where they pack only the choicest tobacco purchased by their buyer for their own future use.

Henry Clay & Bock & Co. are also not behind, on the contrary, a trifle ahead in their shipments of cigars for the first six months of the current year. Don Gustavo Bock is satisfied with the large purchases of new tobacco made by him and upon his orders through his buyers. He will start in to work the new wrappers in his various factories very shortly, thus being able to commence shipping new cigars at the beginning of August However, for the present, only old fillers will be used, as the new tobacco for filler purposes is still too fresh and will need more storage and fermentation in the bales to cure it thoroughly.

Arrivals of Tobacco in Havana.

	Week ending July 12. bales	Since Jan. 1 bales
Vuelta Abajo	4,499	36,547
Semi Vuelta	231	1,601
Partidos	2,377	16,386
Matanzas	—	65
Santa Clara and Remedios	197	63,013
Santiago de Cuba	—	12
Total	7,304	117,624

Long Branch and the Leaf Market.

The gambling houses at Long Branch are in full blast again this season.

The fact that many well-to do leaf merchants of New York and Philadelphia are sojourning at the Branch this summer, as for many summers past, has, of course, no relation to the opening statement of this little story. All the same, a witty member of the trade has been heard to say that IF the gamblers should get all the leaf men's money tobacco is certain to be cheap in New York and Philadelphia this fall.

New York Leaf Market.

Midsummer.

And the Sumatra inscriptions in Holland are suspended for awhile.

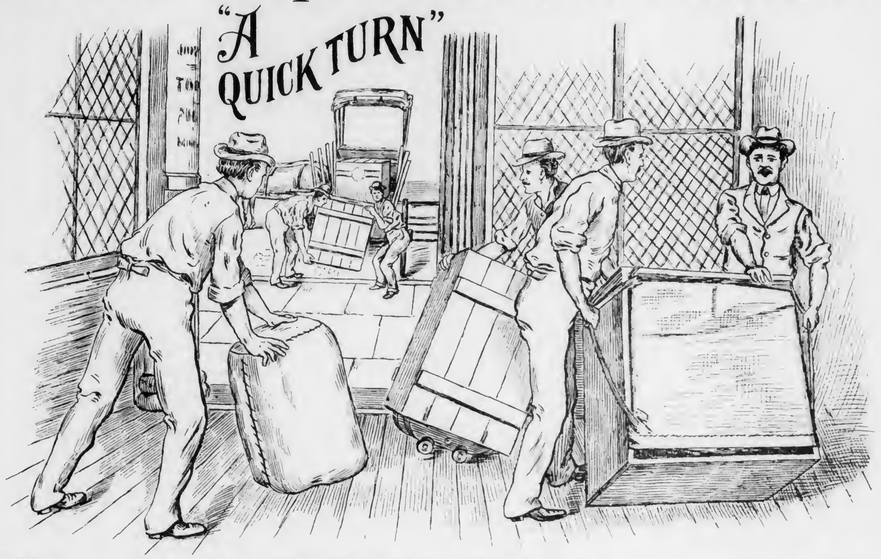
Nevertheless, business in the New York leaf market goes right along in a way that is satisfactory to importers and packers.

The cigar factories of the city are doing well and the prospects are excellent for a boom in the fall.

The country is extraordinarily prosperous in spite of the ten weeks' old strike in the anthracite coal regions of dear old Pennsylvania. People everywhere appear to have plenty of money to spend, and that they our getting rid of a lot of it in the retail cigar stores is a tale that every retailer tells. By October, it is predicted, there will be such a demand upon the cigar factories of the country as has never been heard of before.

Meantime, let us all enjoy the summer weather.

J. T. DOHAN Established 1855 W. H. DOHAN.
DOHAN & TAITT
Direct Importers and Packers



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1st--To give you First-class Goods at Low Prices.

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CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

Quaker City's Weekly Budget.

The Philadelphia trade is having a mid-summer business that is at least as good as usual at this season. Quite a number of retail dealers are complaining considerable, but jobbers claim to be doing a fairly steady trade Among the manufacturers the reports are more varying. They are not really busy, yet a goodly number of them are working with full forces and steadily.

RETURNED FROM NEW ENGLAND.

Henry Heymann, of T. J. Dunn & Co., returned late last week from Boston and the New England States and brought home reports of a satisfactory condition of their trade in that section.

BRUCKER & BOGHEIN'S BRONSON HOWARD.

The Bronson Howard, a 6-cent cigar marketed by Brucker & Boghein, 2213 North Front street, has been made a notable success. This firm has clearly demonstrated, that the smoking public will appreciate a cigar of merit, and will buy it at a fair market price. It is one of the very few domestic-made cigars that are retailed at 6-cents each. Philadelphia is one of the greatest markets in the world for 5-cent cigars, therefore the signal success of a 6 cent cigar is all the more wonderful.

On the other hand, the house has also scored a victory in the success ful marketing of a lower priced piece of goods, but which they claim also exceptional value for. It is the High Toned cigar, which retails for 3 cents. This product has undoubtedly out-distanced all other goods in this market at that price. The firm employs practically on these two lines alone seven salesmen, and three delivery wagons are kept in constant service.

H. STEWART MOORHEAD'S VACATION.

H. S. Moorhead, of Duncan & Moorhead, is off for a well-earned vacation, which he will this year spend in the Adirondack mountains where he will devote several weeks to rest and recreation.

A NEW STORE ON NINTH STREET

A new store was recently opened at 15 South Ninth street by Wade Bros., who have put into stock an exceptionally fine line of high grade goods.

LAZAR TAKES THE CHILD'S RESTAURANT CIGAR STANDS.

Milton Lazar has succeeded Mr. Lesher as proprietor of the cigar stands in the several Child's restaurants in this city. The Tenth and Market streets and Eighth and Vine streets establishments are among the more desirable of the stands. The Twelfth and Chestnut streets stand is also improving nicely under the new management.

MANGE, WEINER & CO'S RENEWED ACTIVITY.

The old established cigar firm of Mange, Weiner & Co., at Eleventh street and Montgomery avenue, recently displayed much renewed activity. They report a good volume of business on their Old Statesman and other established brands.

ROEDEL'S PHILADELPHIA CIGAR.

W. K. Roedel Co. have recently been pushing with much success their Philadelphia cigar, the sales of which have been largely increased since the inauguration of this aggressiveness. Their factory is running with a larger force than ever before.

FRATZ & LEVY IMPROVING.

The recently organized firm of Fratz & Levy, at 331 Arch street, are meeting with deserved success in the wider distribution of their goods. Mr. Fratz is one of the oldest and most widely experienced cigar manufacturers in the city, while Mr. Levy, who has taken full charge of the sales department, has had much experience in that line, which is now standing him in good stead. Mr. Levy informs us that many of his previous customers are standing by him nicely, and that this fact has aided him wonderfully in increasing the volume of the business that the firm is now doing.

ISIDOR LANGSDORF'S CONVALESCENCE.

Isidor Langsdorf, of the old established firm of Antonio Roig & Langsdorf, had been suffering from heat prostration for several days, but has improved so much that he is again at his desk as usual.

O'KEEFE'S FOURTH STREET STORE CLOSED.

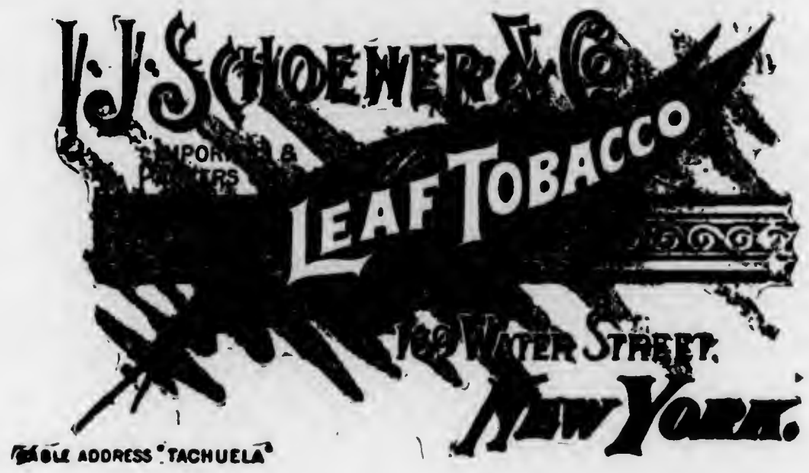
W. H. O'Keefe has now closed his Fourth street establishment, and is devoting his entire time to his two other stores, which are located at 34 South Fifth street and 403 Market street. Mr. O'Keefe

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1,
TAMPA, FLA.
NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.



J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St. 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street

Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

Thos. E. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM

OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co.; Corning N. Y.: W. C. Sleight.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

kept his Fourth street store longer than he had at first anticipated, but in the meantime, he has attracted the attention of many new customers at his Fifth street store, and upon the whole he is said to have been benefited by the move.

VICENTE PORTUONDO'S PROGRESS.

Vicente Portuondo reports a steady progress during this year. His western trade has kept up remarkably well, and conditions altogether are quite satisfactory to him,

DANIEL LOUGHLIN VISITS PHILA.

Daniel Loughlin, an old established cigar dealer of Washington, D. C., visited Philadelphia last week on a rather unpleasant mission. He was the prosecutor against W. E. Magill, who, he claims, had passed upon him two fraudulent checks, to the amount of $20 and $10 respectively.

SECRETARY MAYER BACK AGAIN.

Sig. Mayer, secretary of the Morris D. Neumann & Co., returned last week from an extended business trip through the southern states. Mr. Neumann, of this firm, also returned to this city last week. He has been in the west and succeeded in closing a number of good sales on their White Knight, Sherlock Holmes and other favorite brands of the house.

VISITS OF CIGAR SALESMEN.

Quite a number of cigar salesmen visited the Quaker City during the past week. J. W. Madison, with Trujillo & Co., New York, returned to Philadelphia from a western trip last week, and will spend a short period of recreation at Atlantic City. Mr. Abrams, representing Garcia, Vega & Carcaba was also here this week, and placed a line of his firm's goods with Boch & Co., on South Broad street.

J. M. Coan, representing the La Favorita Factory of Caye, Porto Rico, was in this city for the purpose of establishing some trade connections for his house.

H. B. McBurney, with F. Garcia & Bro., New York; Henry Kraus, of Kraus & Co., Baltimore, Md; G. Baum, with Schanasi Bros., Egyptian cigarette manufacturers in New York city, and Mr. Quadrenny, of the La Escepion Factory of Havana, were also among the visitors this week.

J. S. Blome, cigar manufacturer of Reading, Pa., was also here visiting the local trade during the past week.

Doings in the Leaf Trade.

The Philadelphia trade has been somewhat revived, owing to the visits of numerous leaf salesmen, of whom there were a large number during the past week.

Leopold Loeb, since his return from Amsterdam, has been quite busy in showing samples of his new goods to the trade here. About 1,200 bales were purchased by him at the later inscriptions, and a good number of sales have already been consummated.

L. G. Haeussermann spent several days in Baltimore, Md.

The Loeb-Swartz Tobacco Co. received quite a large consignment of Sumatra tobaccos, which was purchased by Mr. Loeb, who is still in Europe.

E. A. Calves, of E. A. Calves & Co., is now visiting Venice. He will shortly travel, via France, to London, and from there take passage for America.

George W. Newman, of Young & Newman, has been covering New York state during the past several weeks, and is reported to have had quite a successful trip.

M. B. Arendt, with Julius Hirschberg & Bro., returned on Friday night last from an extended business trip, and will now spend several weeks at Atlantic City.

M. Rosenstein, now with Dohan & Taitt, returned to Philadelphia on Monday from a seven weeks western trip, which was quite satisfactory.

J. W. Eckerson, of F. Eckerson & Co., George Seber, of John B. Heil Co., Fred Hipple, of Hipple Bros., W. E. Dotts, of Dotts & Keely, are covering Pennsylvania this week.

Among the leaf visitors in this market during the week were Leonard Cohn, of A. Cohn & Co., who has recently return from a trip to Europe, Herman Salomon, of G. Salomon & Bro., Walter Lazar, with Sutter Bros., "Jack" Burns, with F. Garcia, Bro. & Co., D. Kolberman, with J. Lichtenstein & Co, and Narcesco Gonzalez, of Venancio Diaz & Co., all of New York city, and W. T. Wolf, of J. P. Wolf & Co., Dayton, O.

George F. Schnath, representing Schroeder & Arguimbau, arrived here from New York on Tuesday.

E. E. Hershey made a visit among the Philadelphia trade this week which is his first visit here for some months. Mr. Hershey is now representing S. L. Johns, of McSherrystown, Pa.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

PHILA. LEAF MARKET.

The local market has a midsummer aspect and inactive, but not more so than is to be expected at this season. Business is necessarily curtailed, owing to a short stock of many lines of leaf, and small sales are now the rule. The demand for goods is here, but the goods are not obtainable except at prices which manufacturers are unwilling to pay. Pennsylvania Broad Leaf and old Gebhard stock are selling freely. The continued rumors of damage in the Connecticut Valley and in the Chemung Valley, New York, have had the effect of stiffening prices on available Connecticut tobaccos. The new Connecticut will be eagerly looked at. Some sampling of the 1901 Pennsylvania has also been done, and the goods were found of good quality, very little damage being found.

Sumatra conditions have improved somewhat, and it is selling more freely, although not quite up to the standard.

The Havana market remained steady. Inquiries are coming in more frequently.

EXPORTS.

Liverpool.—152 tons.
Grand Cayman, F. O.—2 cases.
London.—25 cases plug; 60 hhds.
Antwerp.—2.9 hhds; 182 cases; 5 hhds. stems.

Redeeming Florodora Bands

The Florodora Tag Company, of 215 and 217 Seventh avenue, New York, opened its doors for business on July 1. The company's business is the exchange of Florodora bands, Sweet Caporal box fronts, Horseshoe and Drummond tags, and all other like representatives of value for the gifts embraced in the almost exhaustless list published by the American Tobacco Company, the Continental Tobacco Company, the American Cigar Company and their respective branches.

The New York depot is in charge of J. H. Armstrong, for many years connected with the office staff of Powell, Smith & Co.

Mr. Armstrong said on Monday last that on every week day since July 1 the offices of the Florodora Tag Company have been literally crowded with men, women and children eager to exchange their bands, box fronts or tags for merchandise. The average number of such callers has been 700 a day, while at least 200 more come in every day to ask questions and to acquaint themselves with the gift proposition.

Every mail brings in advices from out-of town holders of bands, box fronts and tags, and all day long express wagons rattle up to the Company's doors bearing boxes and

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.

SEND FOR
BOOKLET

ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.

COANE & PATTERSON, 105 S. 13th St., Phila. Reprsentatives.

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

INDOOR

EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

OUTDOOR

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

SPECIAL SELLERS.

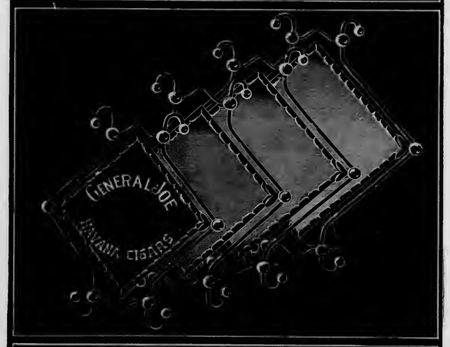
Our Goo-Goo 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,
LITITZ, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56	STYLE 57	STYLE 58	STYLE 59
MIRROR	5 inch.	7 inch.	8 inch.	9 inch.
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

even barrels full of bands, box fronts and tags. Last Monday, for instance, one man sent 14 boxes full of them, and another sent 60 boxes. Each consignment was preceded by a neatly type-written letter advising the Florodora Tag Company that the boxes had been shipped and specifying the gifts which were desired in return. Most of the people who call in person at 217 Seventh avenue bring in from 25 to 150 bands, box fronts or tags. These are consumers who save up the valuable bits of paper, or tin or what not. The big shipments oftentimes come from retail dealers who order for their customers.

Altogether 60 people are employed by the Florodora Tag Company.

Every consignment of bands, box fronts or tags requires to be counted. After the count is certified the bands, box fronts or tags are dumped into a hopper and destroyed. To judge from the scene at 215 and 217 Seventh avenue on any week day, there is not a busier lot of people in all New York than Manager Armstrong and his corps of helpers.

Off for Havana.

Lewis L Cantor, of Leonard Friedman & Co., of New York, left for his post of duty in Havana on July 19, on the Mexico.

A fellow passenger was Simon Batt. the clear Havana cigar manufacturer.

Leonard A. Cohn Back.

Leonard A Cohn, of A. Cohn & Co., returned from the inscriptions in Holland, on the Campania.

Sumatra by the Noordam.

The steamer Noordam of the Holland-America line, arriving at New York from Rotterdam on July 19, had on board the following consignments of Sumatra tobacco:

	Bales
E Rosenwald & Bro.	361
Loeb Swartz Co.	284
Jos. Hirsch & Son	83
Merchants Despatch Co.	68
United Cigar Manufacturers	53
L Schmid & Co.	41
Brown Bros & Co.	39
F & E. Cranz	31
S. Rossin & Sons	22
Lewis Sylvester & Son	18
Fred Schulz's Son	3

G. F. Schnath in Philadelphia.

G. F. Schnath, representing Schroeder & Arguimbau, took a run over to Philadelphia on Monday last, returning to New York the same day. Next week Mr. Schnath will be in Philadelphia again, and will visit his trade throughout Pennsylvania.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

FOR RENT.-CIGAR FACTORY located at Sellersville, Bucks County, Pa., 1st District, half a square from Reading Railway Station. Stone building, heated throughout by steam; elevator; skylights Fitted up specially for a cigar factory. Will seat 300 cigarmakers. Rent $500 a year. Address, Box 116, Care of The Tobacco World Phila. 7-23-2

WANTED.—Job lot of union-made cigars, not particular as to brand or cigar; scrap, also long filler. Must be cheap; in any quantity, 10 to 50 M. Address, Box 115, Care of The Tobacco World, Phila. 7-23

Seaboard Air Line Railway
Shortest and Quickest Route to
SOUTHERN PINES, PINEHURST, CAMDEN, COLUMBIA, SAVANNAH and FLORIDA POINTS. HAMLET, ATLANTA, CHARLOTTE, MACON, MONTGOMERY, NEW ORLEANS and TEXAS POINTS.

Double daily limited trains, leaving New York 12:10 a m and 12:55 p m. Through Pullman Sleepers, Ladies' Coaches and Cafe Dining Cars.

Mileage Tickets of this company's issue, sold at $25 00 for 1,000 miles, are good from Baltimore via the Baltimore Steam Packet Company's boats through Norfolk, and from Washington to all points on its lines in the South, including Tampa, Fla., Montgomery, Ala., and Atlanta, Ga., thus enabling the Tourist, Manufacturer, Farmer and Stock Raiser to travel at a greatly reduced cost.

Interchangeable Mileage Tickets.—In addition to the above mileage tickets, there are on sale at all offices of this company interchangeable 1,000 mile tickets sold at $25.00. These tickets are good over the following lines, with some slight exceptions noted therein:

Atlanta, Knoxville & Northern Ry
Atlantic Coast Line R R
Brunswick & Birmingham R R
Chesapeake Steamship Co.
Georgia Railroad
Louisville, Henderson & St. Louis Ry.
Northwestern Ry of South Carolina
Richmond, Fred'cks'g & Potomac R R
Washington Southern Ry
Atlanta & West Point R R
Baltimore Steam Packet Co.
Charleston & Western Carolina Ry
Columbia, Newbury & Laurens R R
Louisville & Nashville R R
Nashville, Chattanooga & St. Louis Ry
Plant System
Seaboard Air Line Ry
Western Ry of Alabama.
Western & Atlantic R R.

Seaboard Air Line Railway offer desirable locations to the Manufacturer, Home Seeker, Farmer and Stock Raiser; also special low rates.

Before deciding upon a location call on or write any agent of this company for full particulars.

W. H. PLEASANTS, Traffic Manager, 6-11-eow-2m

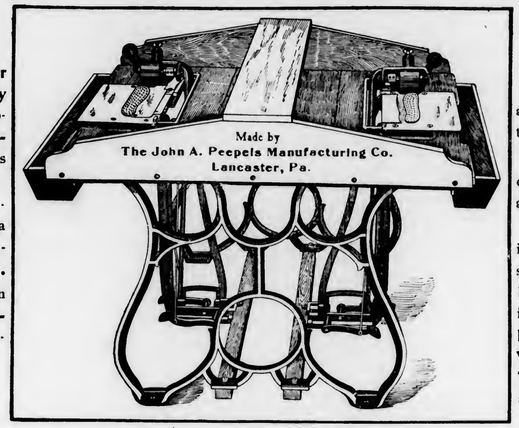
JOHN T. PATRICK, Chief Industrial Agent, Pinebluff, N. C.
W. H. DOLL, General Agent Passenger Department, 1421 Pennsylvania Ave., Washington, D.C.

THE DAISY
Wrapper Cutter and Vacuum Table

This is the only **single roller wrapper cutter** that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.



It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

Stogy Manufacturers Consolidate.

Capital $7,500,000.

Stogy manufacturers of Pennsylvania, Ohio, and West Virginia have consolidated, under the name of The United States Cigar Company, chartered under the laws of the State of Delaware, with a capital of $7,500,000, of which $2,500,000 will be in cumulative preferred stock. The merger included The Collins Cigar Company, and Zeugschmidt Bros., of Pittsburg, John Slater & Co., of Lancaster, Pa; Union American Cigar Co., M. Brilles & Co., and W. W. Stewart Co., of Allegheny City, Pa; E. W Swisher & Co., of Columbus, Swisher Bros., of Newark, and John Kildow, of Tiffin, O; M. Marsh & Sons, of Wheeling, W. Va., and W. W. Blake, of Altoona, Pa.

It is estimated that the output of The United States Cigar Company will be about 250,000,000 stogies, cheroots and cheap cigars per annum.

Latest News from York, Pa.

Despite unfavorable reports, the fact again asserts itself that the large sale of revenue stamps must be the adjunct of "business doing" somewhere. Almost every day during the week past has witnessed its fair share of orders for stamps, the majority of which, it is claimed, are sent to Hanover and vicinity.

The section of the county south of the city is reported to be picking up in stamp orders.

On Monday last A. D. Hoover, of Starview, discontinued the old firm name and is now conducting the business with Mr. Kauffman under the style of Hoover & Kauffman. The new firm started with seven hands, and proposes placing good cigars on the market. Contemplated improvements, in the way of an enlarged factory, will shortly be started.

The union factories here seem to have the preference in the trade disposition. These factories as a rule are busy, with orders ahead.

A special agent of the government is visiting the factories in the city and county, to see that all requirements are complied with.

Another new factory has been started in Red Lion, on Main street, by R. L. Smith. Ten hands are employed.

During the past fortnight five car loads of tobacco have been received by the Porto Rico Cigar Co., of Red Lion. In the same time an equal quantity of leaf has been consumed by this firm.

Mr. Schaeffer has retired from the firm of Schaeffer & Schneider,

—TO THE—
Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.

Light, First size,	$3.50 per lb
Second size	3.25 per lb.

Havana.

Very fine, First size Vueltas	$1.20
" " " Remedios	1.10
Second size Vueltas	1.00
" " " Remedios	.90

All our Havanas are nice, clean goods, and our own importation.
Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.

Havana sizes	30 cents.
Cullman Zimmers	30 cents.

We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.

Finest Conn. Broad Leaf heads	35 cts.
" " " Seconds	28 cts.
Very fine Conn. Havana Seed binders	20 cts.
York State binders	16 cts.

Wrappers.

We are also offering the following in Conn. Havana Seed Wrappers:

The very best light, table assorted, First sizes	75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.	
Medium Color Wrappers	40 cts.
Dark Wrappers	28 cts.

All orders for less than $5 should be accompanied by money order.
All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

MUTILATED PAGE

Suction Machines a Success

There is no longer a question of doubt about the success of Suction Machines for Cigar Making. Their success is a proven fact, but the question of getting *THE BEST* is now the all-important matter. It has also been proven that

The Suction Tables offered by the Liberman Manufacturing Co. are the *MOST SUCCESSFUL.*

They have met the competition of other machines, and have been ***Adopted by Leading Cigar Manufacturers of the Country, in preference to other machines.*** Send for pamphlet.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,
223---5 South Fifth Street, Philadelphia, Pa.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade.
Factory, 119 S. Christian St.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

cigar manufacturers of this city. The business will be conducted in the future by J George Schneider, at the same place.

Mr. Wolf, of J. P. Wolf & Co., Dayton, Ohio, was a visitor to the city with a fine selection of Zimmer.

The Winget Machine Co , of this city, has just completed a power bunching machine which does the work of ten hand workmen, making the smallest all-tobacco cigarette bunch up to a 5½ inch cigar, any shape. They are also considering propositions from various cities for the moving of their plant to start the manufacture of cigar molds and bunching machines on a larger scale. Fifty skilled workmen will find steady employment

Rightly Served.

The proper way to treat a leaf shopper who goes back on his broker was demonstrated in a little transaction that was on the point of going through in New York last week. The first broker discovered the location of a certain desirable small lot of tobacco, and piloted the shopper to the holder. The shopper didn't decide at the moment to take the lot, but said he would call again.

Next day he came around with broker No. 2. They didn't see the member of the firm whom the shopper and broker No. 1 had seen the day before, but a salesman who was unaware of the previous day's visit. The shopper decided to take the tobacco, and left shipping directions with the salesman. A few hours later broker No 1 learned of the shabby trick that had been played upon him. He called on broker No. 2, and after giving him a terrible calling down for his duplicity went straight to the holder of the tobacco. When the matter was explained to the salesman who had dealt with the shopper and with broker No. 2 he took the tricked broker to the head of the house. The latter, after hearing that part of the story with which he had previously been unacquainted, promptly dealt out justice.

"It's no sale," he said, "and I don't want either of those people to darken my doors again."

Several months ago a man named Stone, at Ironwood, Mich , declined to close his tobacco and confectionery stand on the day of President McKinley's funeral. His action aroused the citizens, and a boycott was declared. Stone's trade dwindled and now he has departed for another location, having literally been starved out of town.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

Status of the Tobacco Crop.

The Crop Reporter, published by the U. S. Agricultural Department states for July:

"The acreage reported as under tobacco is considerably smaller than that shown for the crop of 1901. Of the principal tobacco-producing States, Maryland shows a decrease in acreage amounting to 2 per cent., Virginia 4 per cent Pennsylvania and Ohio 8 per cent, Tennessee 10 per cent., and Kentucky 17 per cent; while in Wisconsin and North Carolina the present areas are 7 and 9 per cent., respectively, larger than those planted last year. The average condition of tobacco is 1 point below the ten year average in Maryland and North Carolina, 2 points in Kentucky and Pennsylvania, 3 points in Tennessee, and 6 points in Virginia. On the other hand, Ohio and Wisconsin show conditions 5 and 10 points, respectively, above such average."

The York State Crop.

Baldwinsville, N. Y , July 19, '02

Since the setting out of the young plants for this year's crop, they have been making a quick growth, and suffered very little from cut worms

The acreage will be smaller than usual in the Onondaga section this year, owing to early frost damage to plant beds, consequent shortage of plants, and continual wet weather which in many instances made preparation of the ground an impossibility. Yet the indications are that with an abundance of the present favorable weather a fine crop will be harvested.

Heavy Damage in Connecticut.

Reports of heavy damage to the tobacco fields in the Connecticut valley by hail on Tuesday of last week are received from many towns. The hail ruined 100 acres of tobacco in Agawam, Mass., being the severest storm in that town since 1853. The crop was damaged in Feeding Hills, Mass., and Enfield, Conn.

Tobacco under tents was not injured. The storm was the first hail test of the tents which cover the Sumatra leaf, and the results are satisfactory to the farmers who ventured to plant tobacco under shade. Growers estimate that the loss to New England growers from the storm may reach $100,000.

The cigar factory of Harry Blomberg, at Missoula, Mont., has been attached by creditors.

NEWS NOTES.

Marcus Peyser, a cigar manufacturer at Macon, Ga , was stricken with paralysis last week.

The Old Well Cigar Co., of Norwalk, Conn., has resumed operations after a shut down for a short time.

Wm Youngerman has opened a new factory at Des Moines, Ia., in the Watrous building, and will also continue his factory at 212 W. 9th street.

The L V. Schlosser Cigar Co , of New York, has been incorporated; capital, $5 000. Directors: J. B Cooney, J. W. Reed, New York, and W. I. Lee, Brooklyn.

Jones Improved Loose Leaf Specialty Company has been incorporated in Chicago; capital $25,000. Incorporators were W. Gifford Jones, Harry S. Jones, and Samuel S. Parks.

Mers Bros , of Effingham, Ill., have lately made considerable progress in the local cigar trade. During June last they did the largest business that was ever recorded by them.

Martin & Skinner, wholesale tobacco merchants of the Cripple Creek Camp, will open a wholesale and retail store at 29 N. Cascaden avenue, Colorado Springs, Col., on August 15th.

C. E. Betts, of the cigar firm of C. E. Betts & Co., of Manchester, Md., but originally from Baltimore, died at the former place last week of heart failure. He left a widow and three daughters.

The Continental Tobacco Co. has paid a license tax to the city of St. Louis, Mo., of $32,812, on the sales for the year of over $9,000,000 This is an increase of $3 000 above the amount paid last year.

The Wapello Cigar Co., of Ottumwa, Ia , has planned an advertising campaign on a new product named the Great West. Mr. Emil Hecht has spent his whole life in the business, and the firm's trade extends west to the coast. Recently a new department for the manufacture of tobacco for pipe and cigarette smoking was added.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

BROTHERHOOD CUT PLUG
Highest Grade
Is now sold by over 600 Retail Dealers **Strictly Union Made.**
The Hoch Tobacco Co.
Office, 248 N. 8th St., Philadelphia.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

Quality Commends THE **Star of Trade** CIGARS
Manufactured by
A. W. ZUG,
We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging. East Petersburg, Pa.

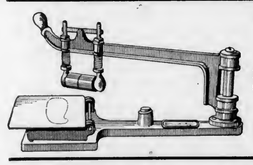
Union Butts
Are Made Exclusively by
The M. H. Taylor Tobacco Co.
READING, PA.
Correspondence invited with Wholesale and Jobbing Trade.
Free Samples to Responsible Houses.

MUTILATED PAGE

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

The Manchester Cigar Mfg. Co. Baltimore, Md
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.



The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM, Lancaster, Pa.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

LANCASTER'S REPORT.

Lancaster, Pa., July 22, 1902.

During last week a large majority of our local leaf packers and dealers were in a more cheerful mood than for some time past. A good many of them have ascertained the volume of business done during the first half of the year, which in many cases was well up to the standard. They observed, however, that this volume was the aggregate of a larger number of sales than was the case in years gone by, yet, they are also realizing the fact that the trade has undergone great changes during the past few years, and that they too must conform to these new conditions. Those who have, it may be safely said, have really nothing to complain of, save that the cost of selling goods in more numerous transactions has increased the cost of business somewhat.

The actual figures for these six months, which were confidentially given by not a few, prove the fact that they have made a steady progress. They also confirm the opinion heretofore expressed by me that the only just and fair way to compute the progress made by leaf men is to take the net results of a year's business and compare itwith previous years. It has been and still is safe to expect that during a full year's business the seemingly dull periods will have evened up, so that in nearly all cases of live houses they will find their energy to have been at least fairly well rewarded.

During the past week there was experienced a fair trade, and several houses reported good sized sales. There were at least 2,000 cases disposed of last week by Lancaster houses, which is really not a bad showing for mid-summer. It is also reasonable to expect an even greater revival early in the fall, although much cannot be expected during the remainder of July and August.

The growing crop is now doing well. There has been plenty of moisture, and a good warm sun for several days, which made plants fairly jump.

Several packings of the 1901 crop have been examined, and the packers are much gratified at its showing. No black rot of any account has been found, and the quality is excellent.

C. Ruppin has called attention to an error in my letter of last week, wherein I stated that he intended relinquishing the use of the union label. He says that such is not the case, and that he has no intention of adopting such a course.

Reuben Bertzfield, a former well-known tobacco dealer, died last week, at his home in this city.

The deceased was a son of Jacob and Elizabeth Bertzfield, and was born at Millersville, November 11, 1842. He attended the common schools, and at the early age of ten years went to learn the cigarmaking trade. He worked as a journeyman for two years, and then engaged in the business for himself in Millersville, where he remained until 1863, when he enlisted in Company A of the Eighty-seventh regiment of Pennsylvania infantry. After fourteen months service he was discharged on account of sickness. He recovered, and resumed the cigar business at Millersville until he came to Lancaster in 1869. The following year he was employed by Teller Brothers, then one of the leading firms who purchased tobacco in this county, and remained with them until they gave up their warehouses here, a few years ago. He was then in business for a time with Louis Sondheimer, and afterwards as a tobacco broker.

He was a member of the United Workmen, Knights of Pythias, Knights of Malta, Junior American Mechanics, and the G. A. R. He was also a member of the Lutheran church. He leaves his wife, one daughter and two sisters. He was one of the originators of the movement to found the general hospital. The deceased had a wide acquaintance, through the county, as he traveled in every part of it, buying tobacco.

Jos. Philips, of Hopeland, was placed under arrest on Tuesday morning of last week by Constable Clayton S. Regar, of Ephrata, on the charge of having been implicated in the robbery of a lot of Sumatra tobacco from A. W. Mentzer & Son's tobacco warehouse in that place.

A hearing took place Tuesday morning in the office of Justice Engle, but the charge could not be sustained and the case was dismissed There was no direct evidence incriminating Philips. It was testified that he was at home and in bed on the night of the robbery. With reference to the man's sore foot, it was testified that the member had been violently wrenched near his home on the Saturday proceding the robbery.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

John Ford. 13,748
For cigars, cigarettes, cheroots and tobacco. Registered July 15, 1902, at 9 a m by H. Leberstein, Philadelphia.

Gepo. 13,749
For cigars and stogies. Registered July 16, 1902, at 3 p m by Moss & Geppert Philadelphia.

Datrona 13,750
For cigars. Registered July 17, 1902, at 9 a m by H. S. Souder, Souderton, Pa.

Latrona. 13 751
For cigars. Registered July 17, 1902, at 9 a m by H. S. Souder, Souderton, Pa.

REJECTIONS.

Paul Jones, Aristocrat, Hidalgo, American Eagle, Buffalo, Adele, Cuban Gentlemen, American Sports.

CORRECTION.

Lealand Bouquet, registered by R. H. Emerson & Son, Minot, N D., July 5, 1902, should have been Leland Boquet.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Flor de Mageltan Manila, Big City Mixture, Yadkin Valley Mixture, Cuban Petite, Havana Petite, Grandas, Union Picket, Lord Edwin, Zeekoe, Poet Bellman, Nuorla, Adam Gimbel, El Erector, Four Abreast, J S Duss, Equitable Corridor, Little U N. I., Buckeye Maccaboy Snuff, For Attorney General, Frank H Robinson, Dr. Theodore Hartzel. Any Kind, Lolos Importo Rico, Butana, Modruco, Spotted Eagle, Dr Scott, Rose Seal, Baby, Jr, Pete Kaiser & Son's Top, Carpenter's Union, Robert Morris, Jim Muggins, Joe Bedore, El Hamid, Wurzburg, Lester's Luck, Clio, American Model, Our Congressman, Corona de Perfeccion, Cortez Portuondo, Red Star Cigars, The Elk Cigar, Puritan Boy, Star of Egypt, Elkhorn, Temptation.

Imports and of Cigars Leaf Tobacco

FROM HAVANA
Per steamers Vigilancia, and Mexico.

CIGARS	cases
Acker, Merrall & Condit, New York	47
Park & Tilford, New York	39
B. Wasserman Co., New York	32
G. S. Nicholas, New York	26
Waldorf-Astoria Segar Co., New York	25
D. Osborn & Co., Newark, N. J.	13
S. S. Pierce Co., Boston	13
M. A. Gunst & Co, San Francisco	9
S Bachman & Co, San Francisco	7
Calixto Lopez & Co., New York	6
Duncan & Moorhead, Philadelphia	5
Grommes & Ulrich, Chicago	5
Lilienfeld Bros. & Co., Chicago	4
Estabrook & Eaton, Boston	4
Henry Straus, Cincinnati	3
Sprague, Warner & Co., Chicago	3
Michaelis & Lindeman, New York Order,	3
Rowak-Theis Cigar Co, St. Louis	2
D. Frank & Co., Boston	2
Macy & Jenkins, New York	2
G. W. Faber, New York	1
W. A. Chanler, New York	1
J. Wagner & Son, Philadelphia	1
C. B. Perkins & Co., Boston	1
W. A. Stickney Cigar Co., St. Louis	1
Total	258
Previously imported	4,711
Imported since Jan. 1, 1902,	4,969

LEAF TOBACCO	bales
J. Vetterlein & Co., Philadelphia	338
S. Ruppin, New York	257
Sartorious & Co., New York	250
F. R. Rice Mercantile Co, St. Louis	200
Ron Fernandez Cig Co, Duluth, Minn	132
S. G. Ruth, New York	99
J. P. Castaneda & Co., New York	94
Calixto Lopez & Co., New York	82
V. Diaz & Co., New York	75
F. Miranda & Co., New York	75
J. Bernheim & Son, New York	71
J. Friedman & Co., Chicago	71
Newgass & Greenhut, New York	68
C. H. Wyman & Co., St. Louis	62
Wm. Steiner & Son, New York	50
L. Peters & Co., Detroit	47
E. Bach & Son, New York	40
A. Moeller, New York	33
J. F. Portuonda Cig. Mfg. Co., Phila.	31
Sutter Bros, New York	30
M. Stackelberg & Co., New York	20
Union American Cigar Co. Pittsburg	20
Loeb-Nunez Havana Co., Philadelphia	17
Simon Batt & Co., New York	16
American Cigar Co., New York	8
Yocum Bros., Reading, Pa.,	7
A. Cohn & Co, New York	5
Hamburger Bros. & Co., New York	4
Total	2,202
Previously reported	64,601
Imported since Jan. 1, 1902,	66,803

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

We are not expecting many sales of tobacco at present, for the very good reason that only a fraction of the 1901 crop is in the hands of the growers. Possibly an effort may be made to surround this fractional amount by the packers One thing is certain, there is no letting up on the price of good leaf. It certainly is good property to hold. And before the snow flies we may expect that the great bulk of the old tobaccos will be sold. The quantity of force sweat was largely in excess of any previous year, and it has been sold as fast as offered in the market.

It seems that the damage to the shade grown tobacco was largely confined to Suffield, Ct., the cause of which is quite problematical. Various theories have been aired, and yet they are only theories. The crop throughout the valley is looking well, and growing as if on a wager. In some towns there is a larger planting. while in many others there is a shrinkage. We are of the opinion that on the whole there is an increase, but not a very large one.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES
The BEST and Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
Manufactured by
E. H. NEIMAN, THOMASVILLE, PA.
E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Corresoondence with Wholesale and Jobbing Trade only invited.

Quillo, 10c; Peekolo, 5c
PATENT APPLIED FOR.
JOS. KRAUS, Manufacturer,
535, 537, 539 E. 75th St., NEW YORK

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

Made Right & Sold Right
Wyoming Elk
Ten Cent Cigar
An Excellent Proposition for First Class Jobbers
Let Us Tell You More About It.

Penn Cigar Company,
723 Chestnut St. Reading, Pa.

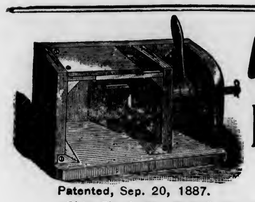
Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

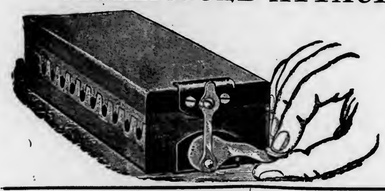
F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher
Hopkinsville, Ky.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Our correspondents write:

Wethersfield: "The tobacco here is looking better than it would be expected for the cold, cloudy weather. We have some which has been hoed the last time and all the second time. Cut worms have caused considerable trouble in some pieces, and green worms just appearing Very little old tobacco left in town."

Northampton: "I have been up to Hatfield and took a look at the tobacco. It looks as though Hatfield was all tobacco. The most of it looks well, though it seems to me that it is throwing the bud out rather low. Mr. George W. Moor of Whately informs me that this is the trouble in his town, and on rich and well-fertilized fields. I have just returned from a trip to Florence, where I called upon Mr D. A. Ross. His tobacco is not as forward as it is in Hatfield, but is looking well, even and growing rapidly."

Sunderland: "Tobacco is growing very rapidly. It has rooted remarkably through the cold, spring-like weather, and will be ready to top very early. No cut worms have hurt it, and no signs of tobacco millers or green worms yet. The plants are perfect in form, and most pieces remarkably good color. We shall have a grand crop if nothing serious befalls it."

Conway: "The warm weather of the past week has improved the looks of tobacco very much. It is growing very rapidly now; a few pieces will be topped this week."

North Hatfield: "I don't know as we shall top any tobacco before the 15th. R. M. Swift has topped the earliest of his crop. The crop is looking tiptop, and gives promise of a good leaf."

East Hartford: "The cool weather has retarded the growth of tobacco. Plants are rooted well, and will make a rapid growth now warm weather has put in an appearance. Some fields have suffered from cut worms, and required stocking to some extent."—Amer. Cultivator.

BALDWINSVILLE, N. Y.

On Monday J. Wallace Lee received 26 cases of 1901 recently purchased, shipping to Cleveland O. There is nothing doing at the warehouses and absolute quietness prevails in the local market, most of the local buyers being out of town on their vacations or resting at home. The transplanting of the new crop is now nearly completed and the fields already set are looking better, the favorable weather of the past week having made a great improvement.—Gazette.

EDGERTON, WIS.

A midsummer dullness pervades the local tobacco markets and little has occurred of a news nature deserving of mention in this column. The new crop is coming forward in a most satisfactory way, with all conditions favorable to a phenomenal growth. Gowers are getting ahead with the cultivation, cleaning out the weedy fields, and giving the crop a healthy and attractive appearance.

Only an occasional transaction in cured leaf comes to notice. Fremont Page sold 16cs and Fred Leitz 14cs at 8 and 2c to a local dealer.

Dealers in old leaf report a remarkably dull market with no transactions of importance coming to notice, a condition that prevails in eastern markets as well.

Shipments, 200cs.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The offerings on the breaks were only 232 hhds, with quite a good deal of bad condition tobacco which was neglected, but sold privately. The bulk of the sales are being made quietly and private now, buyers coming in any day and pick-

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871
EVERY-DAY
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples.
East Petersburg, Pa.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

ing up large lots on the quiet. These are parties who keep pace with quality, quantity and crop conditions, prices being low enough for the most pessimistic buyers

Lugs-Com. 4½ to 4¾c; Med. 4¾ to 5¼c Good, 5¼ to 5¾c Fine, 5¾ to 6¼c.

Leaf—Com., 5¾ to 6¾c; Medium, 6¾ to 8c; Good, 8 to 10c; Fine, 10 to 12½c

Long cigar wrappers, 7½ to 9½c; Spinner, 6½ to 7½c.

Wrappers, 8½ to 12½c; Binders, 6½ to 7½c.

Weather dry and hot; growth now slow and twisting, very irregular in size; some in top and some in clods. Prospects and estimates are not over three-quarters of crop, and of only fair to poor quality.

Receipts for the week, 280 hhds; year, 11,190. Sales for the week, 175; private, 144; on the breaks, 319; year, 7,806.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 432 hhds; offerings on the breaks, 391 hhds; sales, 356 hhds.

The market continues quiet and easing, which holders meet by reducing offerings and free rejections.

Shipments continue to go out freely, reducing stocks.

The weather has remained hot and dry, the mercury running up to 98 and 99 degrees. Both tobacco and corn crops now need rain.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.25 to 6.25
Common Leaf	6.25 to 7.00
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00
Selections	12.50 to 14.00

Aurora, Ill., Cigar Shops to Close.

At a conference held last week the cigar manufacturers of Aurora, Ill., employing cigarmakers, decided that the new scale of wages asked by their employes who are all members of Union No. 41, could not be met and it would therefore be better to close their factories and dismiss the men.

This decision was reached in order to prevent a strike which was sure to follow the refusal of the factory owners to grant the demands of the men.

Nine out of the ten firms employing hands in that city were represented at the meeting which was held in Schiltz hotel. The demands of the men were such that an agreement to close was easily reached.

The men asked an average increase of about $2.50 per thousand on all cigars and also that the manufacturing dealers refuse to handle all kinds of non-union cigars. With tobacco at the present high prices and with the low price for which cigars made in the larger cities can be secured, the dealers found that they could not under any circumstances pay the increase asked, as in many of the brands of their cigars the profits do not reach this amount. To accept the clause against non-union cigars is impossible according to the manufacturers, as they have many calls for outside brands and widely advertised cigars.

As the men had threatened to strike Monday, July 21, unless the new scale was accepted, the manufacturers thought it was best to prevent a strike by laying off their men and closing up their factories. Until some agreement is reached, no attempt to manufacture cigars, except those which the proprietors make themselves, will be made.

The closing of the factories will only affect about half the local factories as the others employ no men all the work being done by the proprietors.

Western Tobacco Co. Financially Involved.

C. C. Christie, president of the Christie Grain and Stock Company, institute proceedings of attachment on the goods of the Western Tobacco Company, of 1310 Union avenue, Kansas City, Mo., last week. The sheriff took possession of the stock. The alleged amount of the company's indebtedness to Mr. Christie is $10,400.

"The proceedings came as a great surprise to me," said Asa M. Egbert, president of the tobacco company. "Our company is absolutely solvent, and has sufficient funds to meet all obligations. I expect this matter to be arranged quickly, and we shall continue in business as before."

Mr. Egbert said the debt was a private transaction, and there was no speculation in it Mr. Christie is interested in the tobacco company, Mr. Egbert says.

Progress at Colorado Springs

Schiele Bros. & Moreland Claim to Have Second to Largest Factory in the West.

Schiele Bros. commenced the manufacture of cigars at Colorado Springs in 1897, and did a thriving trade from the beginning. In January of this year they admitted W. H Moreland to an interest, and have since made even greater strides than before along the road of progress.

They occupy a well appointed building, and employ about 70 hands. Their special brands are the Cordova, which is made up in ten sizes, the Millionare, and the Antlers. They contemplate soon putting out an additional brand in clear Havana cigars.

Minneapolis Store Closed Up

The firm of Brown & Wheelock, retail dealers in cigars, at 27 Fourth street, south, Minneapolis, Minn., has been dissolved because of the retirement of Thomas R. Brown, Jr., who is secretary to Mayor Ames, and the stock and furnishings are now in the hands of the creditors to whom something over $1,000 is due.

A petition was circulated among the creditors making Rudolph G. List, credit man for Winecke & Doerr, trustee for the creditors. The latter will undoubtedly agree upon Mr. List and he will decide whether it will profit them most to sell the stock and fixtures at private sale or by auction. It is hardly possible that the receipts in either case can meet all the debts.

Trade in Reading.

Collector of Internal Revenue Cranston registered 288 cigar manufacturers, 26 tobacco manufacturers and 7 tobacco peddlers for this district for the ensuing year. They are no longer required to take out licenses, but must register with the collector, so as to have a complete record of the men in the trade. They still file bonds, but no fee is charged for this.

George H. Yocum, located in Chicago as western agent of Yocum Bros., cigar manufacturers of this city, is spending his vacation in Reading. He reports the western cigar trade as good, and states that his sales of Reading cigars there were much heavier than last year.

Charles J. Kestner, formerly engaged in the cigar manufacturing business here, through his attorney, J. Ross Miller, brought suit against John J. Kuendig, to recover $250 for damaged tobacco. The plaintiff alleges that he stored the tobacco in the cellar of the Kuendig building on Reed street near Washington, where it was damaged by water.

A report is in circulation that another large Philadelphia cigar manufacturing company is looking up a site at Boyertown, Berks county, for the location of a large cigar factory. A representative of the company was there examining several available sites, but nothing definite has yet been learned. Boyertown is one of the largest cigar manufacturing centers in the county outside of Reading.

Frank Ream, cigar manufacturer, has returned from a business trip through the Eastern States with large orders for his Trades United and Eight Hour brands. His factory is running on full time.

Winters & Kline have been exceedingly busy at present, and their output thus far is away ahead of that of last year. Their latest creation is the Sugar Girl, a nickel brand.

E. E. Kahler has increased his force of employes. He is having a good sale for all of his brands. He is manufacturing a large number of his Ben Austrian cigars, the entire output of this brand being taken by a Philadelphia drug house.

Daniel Fleck, of the Fleck Cigar Co., has left on a three weeks trip through the western part of the state. The firm is exceedingly busy at present, and employ 45 hands on full time. The Eastern Buffalo and Smoke House, their leading brands, are meeting with success all over the country.

William E. Deem, one of the popular young men of town, who recently purchased the cigar store and pool room at 19 North Sixth street, has completed making alterations to the place. The walls have been wainscoted, and above that there is a fine covering of olive green burlap. The ceilings are papered a sky blue, affording plenty of light. In the center of the north wall a large recess has been built, enamelled on all sides and is used as a cloak room. In the rear of the main store room is an apartment fitted out as a card room. Illumination is furnished by incandescent ceiling lamps. Mr. Deem has added a fine Brunswick Balke pool table, new counters and shelving. He keeps a full assortment of the leading cigars, smoking tobaccos and other novelties.

Walter S. Yorgey, proprietor of the cigar booth in the Baer building, who was dangerously ill, has again assumed charge of his business place.

John H. Witter of Newmanstown, some days ago opened a new cigar factory at Schaefferstown, which he will operate in addition to his establishment at Newmanstown. He has placed Thomas Wallace, of Newmanstown, in charge of the place.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

WHY IT PAYS!

It very often occurs that manufacturers in various lines relegate to the scrap pile thousands upon thousands of dollars' worth of the most expensive machinery.

We sometimes hear or read about a manufacturer who has just installed an equipment of new machinery only to tear it out and sell it as junk.

Why do they do this?

Simply because new inventions, new discoveries make what was considered all right yesterday all wrong today.

They do it because their success, their very business existence, depends upon keeping abreast with the times, at wh.tever cost, having the most modern and effective maci.inery.

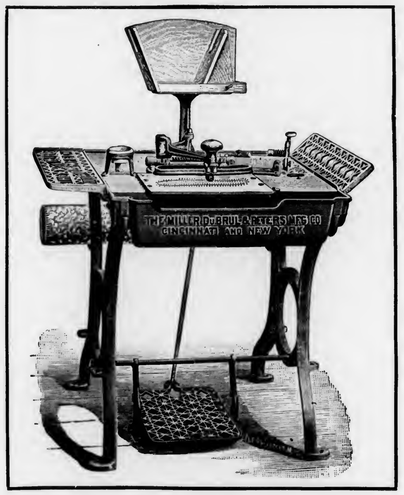
Now it is just the same in the cigar making business as it is with any other. You can't hope to compete with your rivals, you cannot expect to be prosperous unless you keep up-to-date, unless you see that you are equipped with the best tools and appliances which inventive genius can devise.

You can afford to install immediately the DuBrul Dieless Suction Table.

You could afford to do this if it cost three or four times as much as it does.

This is true simply because this table solves the problem of making a perfect hand-made cigar in the shortest possible time and at the least possible cost. That is the whole story in a nut-shell.

Progressive cigar manufacturers have considered the suction table a necessity in their business notwithstanding the fact that the dies and rollers of the suction table were an expensive and irritating nuisance, and only a makeshift at best.



Now we have a dieless table—a simple, easily operated table which cuts the wrapper with a circular knife instead of dies and rollers, does not get out of order and results in better work in less time at lower cost than can be done in any other manner. Such being the case how can you afford to put off installing this t.ble?

It will prove all that we claim for it, and if you could see it in operation you would agree at once that to a cigar manufacturer it is one of the first necessities of life.

A full and detailed description of the table will enlighten you on many points which cannot be covered in this advertisement.

We would be glad to have you write us, asking any questions that occur to you and we will promptly reply in full.

To meet all sorts of views we still make our Die Tables, admitted the best. Both kinds on exhibition at our offices.

Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

Salesman and Creditman.

JAS. T. JENKINS, NASHVILLE, TENN

For the present it is not necessary to divide salesmen into more than two classes, viz: Those who sell their own property, and those who are employed to sell property that belongs to their employers.

The salesman who sells his own property is a law unto himself; for he has the right to make prices, terms and discounts on his goods, wares and merchandise.

It is of the other class, those who sell for others, that I am expected to speak.

You may not be prepared for the statement that the meaning of the word salesman depends largely upon the occupation or experience of the person who uses it.

To one not engaged in commercial or mercantile pursuits, salesman means a man who sells something—like inkstand means something to hold ink. To the average business man, salesman means one employed, usually under a contract that specifies the salary, states the period of time and designates the territory. Such contracts had their origin under the law of principal and agent. At this point I must ask your indulgence long enough to say I fear too many of us think agreement means the same as contract, and that every contract is an agreement.

Nearly all contracts with salesmen express amount of salary, length of time, and extent of territory; but I have never seen a contract that expressly states who shall fix prices, terms and discounts.

I presume the modern contract is silent on these three points, because the owner of the goods is loth to realize that he has ceded his old time right to control them. Or it may be because the owner harbors the delusion that there is an agreement between his mind and the salesman's mind that the owner possesses and shall exercise the right to fix prices, terms and discounts governing the sale of his goods.

I am absolutely sure, however, that no such Utopian idea lingers in the up-to-date salesman's mind. The salesman has learned that he must not pass (or fail to obtain) orders; and that the only way he can keep from passing orders is to substitute the (sometimes actual, but mainly alleged) prices of a competing drummer for the prices given him by his employer.

If we were to ask an employer who is party to a contract with a drummer, if the drummer has the right to fix prices we would be told "no." If we were to ask the employer if the drummer does fix prices we would get an evasion. I am of the opinion that nearly all contracts between employer and salesman are to some extent records or agreements, and that the existing (so-called) system of selling goods by "traveling men" is undermining our commercial structure. The original sphere and function of the "traveling man" was agent and salesman for his principal, and this conception exists to-day, in the mind of the average business man. But, in the mind of the credit man who analyzes the word, traveling salesman means the itinerant buyer for the retail merchants in his territory.

It is clearly the duty of the buyer, let him be resident or itinerant, to obtain the lowest prices, the longest terms of credit, the highest rate of discount and the most indistinct date in which to discount.

A recently developed, and, apparently, the paramount duty of the itinerant buyer is to obtain an extension on maturing obligations for all the merchants for whom he buys.

If indications are worth anything, he is a poor buyer who cannot guarantee an extension (without interest) before he makes a sale.

If there is a quality the American people admire, it is loyalty. As an American, I congratulate the itinerant buyer on his allegiance to his principals; meaning of course, the retail merchants for whom he buys.

As to the credit man, permit me to say, if he has risen to a proper conception of his position, he discharges duties similar to those of the banker. The credit man invests, collects and reinvests, the capital, surplus and borrowed money of his institution. If he is both credit man and financier for an incorporated company his duties and obligations are still closer to those of the bank officer, for he is the logical conservator of the stockholders' interests. Each order for goods on credit that comes to him for approval is an application for a specific sum of money. The credit man does not consider the articles, nor should he be concerned as to prices; but he must know the number of dollars the order calls for.

When an inventory is taken, all the credit man sees is the total footing, and he sees that footing recorded as so many dollars in the statement of assets. He sees every uncollected note and account recorded as so many dollars. When the house buys goods, the financier is confronted with a bill for so many dollars. Can the financier of a solvent institution pay expenses in goods, wares or merchandise? Will the salesmen accept anything but legal tenders for salary or expense money?

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses. Write for prices.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 6,000
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.
Local & Long Distance Telephone

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up-to date

CIGAR MOLD SHAPES

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U.S.A.

Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty ***CIGAR RIBBONS,***
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

No, sir! The amount of credit extended by the credit man is that much money or that many dollars loaned without collateral or endorser, and in many, many instances in the face of the knowledge that there is no fixed date of maturity. The credit man dispenses dollars; the collector collects in dollars; the financier meets his obligations in dollars, as much so as the banker does.

I mention these details from necessity. A man must understand his surroundings before he is able to do his duty It is not only the credit man's duty to see that each customer is courteously and fairly treated, but he must also see that customers get all the consideration that can be shown them without falling short of his obligation to creditors, or his allegiance to stockholders

LATE REVENUE DECISIONS

Tin Package for Cigars.

The Commissioner has, under the Regulations, No. 8, page 54, approved the use of a tin package for cigars, submitted by a qualified manufacturer. The factory number, and the number of the district and State, were plainly stamped on the bottom of the box, to which was also affixed the caution notice label in the form prescribed by the Regulations, and the sample box indicated that the stamp, which would be canceled by waved lines and by the imprinting thereon of the registered factory number and the date of use, would be so affixed as to securely seal the package and prevent the removal of the cigars without breaking the stamp.

Name of a Dealer on a Cigar Box.

The Commissioner has ruled that where a manufacturer of cigars uses a label upon which is printed the caution notice, the number of the factory, the district and State, and the upper portion of which is reserved for advertising purposes, the manufacturer may not print thereon the name of a dealer who is his customer, unless it is associated with the manufacturer's name as manufacturer. If the manufacturer desires the name of the dealer alone to appear on the box of cigars the name of such dealer must not be associated with the caution notice label, nor with the required brand showing the factory number, and the number of the district and State, and that in using the name of a dealer such dealer's place of business should be designated.

Rebate Claim on Goods on Which no Rebate was Paid July 1, 1901.

A dealer who had presented a claim under the act of March 2, 1901, for a less amount than $10 (which was disallowed) asked whether he could include in his claim of July 1, 1902, this disallowed claim. He was advised that all tobacco and snuff held by him on the 1st day of July, 1902, in original and unbroken factory packages, taxpaid at a rate higher than six cents per pound, could be included in a claim for rebate on tobacco and snuff under the act of April 12, 1902, although the stock then on hand includes tobacco or snuff on hand July 1, 1901, and tobacco and snuff purchased after that date, but that his claim could not include tobacco or snuff that is not actually on hand in stock July 1, 1902.

A Peddler's Bond.

The Commissioner has advised a collector that the Regulations, No. 8, page 19, provide that a person carrying on the business of peddling tobacco must file a new bond and a new statement on the 1st day of July of each year, and this regulation has not been modified except that the Commissioner has decided that it would be a compliance with such regulation if a peddler of tobacco file with his annual statement a renewal receipt for the surety company, instead of filing a new bond for another year, and that such renewal receipt would be sufficient, provided the statement as to the residence and places or States where he proposes to travel is the same as covered by the original bond. The bonds executed by peddlers of tobacco are not for any definite period of time and the liability is a continued one. If a new statement and a new bond are not filed on the 1st day of July, a peddler and his surety would be liable for any breach of bond occurring on or after that date.

Transfer of Material.

The Commissioner has recently denied the request of a tobacco manufacturer, who operates two factories, for permission to transfer lumps of tobacco in process of manufacture from one factory to the other factory, and vice versa, and which was to be finished and returned to the original factory before being stamped The collector was advised that a manufacturer of tobacco must, under his bond, provide himself on the bonded factory premises, with all necessary appliances and facilities for stripping, cutting and twisting his leaf tobacco, and for manufacturing and prizing plug tobacco, and thereafter properly pack, label and stamp the tobacco before it was removed from the place of manufacture, and that material received at one factory, and accounted for on monthly return, Form 62 and Book 74 can

A Whole Building on Broadway

less the ground floor (5 floors) just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED 1ue Droit Building, WASHINGTON. D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

IRREGULAR PAGINATION

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
N. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address, "CLARK."
Clarksville, Tenn.

Great Reduction in Price
550 Times Sweeter than Sugar.
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

not lawfully be removed to another factory operated under a different bond, although both factories may be owned by the same person or firm, and that lumps of tobacco in process of manufacture can not be removed at liberty from one factory to another. It was further advised that a manufacturer is required to enter daily on Book 74 the number of net pounds of lumps of tobacco made in the lump room, and the number of packages and pounds thereof produced in the press room each day, and that there can be no deviation from this rule; and that each factory must be supplied with its own workshop, storage room and packing room, and all tobacco material received at either factory must be properly accounted for in Book 74 and monthly return, Form 62. The manufacture of plug to bacco having been begun, by strip ping, stemming or manufacturing the tobacco in lumps, must be completed and the product properly labeled and stamped before removal from the place of manufacture.

Tobacco Chewing Gum.

Though numerous unsuccessful efforts have been made in the past to market a chewing gum containing tobacco, several different parties in various States have lately manifested a desire to engage in the business. In one case a manufacturer stated that he proposed to manufacture a tobacco chewing gum which would contain 50 per cent. plug tobacco, and that he desired to put up his gum in five cent packages, and asked whether it would be subject to a tax, and how he must pack the same. He was advised that a tax of six cents per pound would be imposed on manufactured tobacco however prepared, manufactured or sold, or removed for consumption or sale, on and after July 1, 1902, and that a manufacturer using a taxable manufactured product in the preparation of his chewing gum would be required to qualify as a manufacturer of tobacco, and thereafter properly pack, label and stamp his product; further, that every package of such tobacco product must be put up in such quantities that the stamp affixed to the package will indicate the actual quantity of the gum contained in each package, and for that purpose the manufacturer could use on packages weighing less than one pound the one ounce stamp with one ounce coupons attached provided for the use of manufacturers of plug tobacco for stamping their packages where the same contained more than one pound and a fractional part of a pound. He was further advised that the product intended to be put up in packages containing more than one pound must be stamped with the regular plug tobacco stamps of the denomination of 2, 3. 4 and 5 pounds, and that the stamps must be properly canceled by the manufacturer writing or printing thereon his name and the date of use, and that if the gum were put up in wooden boxes the stamp must be further canceled by sinking a poation in the wood with a steel die.

Sale of Leaf Tobacco for Farmers.

In reply to the inquiry of a firm of commission merchants, who sell tobacco on commission for farmers as their agents, as to whether they were regarded as leaf dealers, and as such required to pay a special tax, the Commissioner has ruled that every person is regarded as a dealer in leaf tobacco whose business it is, for himself or on commission, to sell, or offer for sale, or consign for sale on commission, leaf tobacco, and will be required on the 1st day of July of each year, or on commencing business, to register with the collector of the district, on Form 277, his name or style, place of residence, trade or business, and the place where such trade or business is to be carried on. And, further, that such registered dealer must keep Book 59 in duplicate and enter therein daily the names of persons from whom he receives or purchases leaf tobacco, and the names and places of business of all persons to whom tobacco is sold, and the quantity sold. Registered dealers in leaf tobacco can sell only to three classes of persons: First, to other registered dealers in leaf tobacco; second, to registered manufacturers of tobacco or cigars; third, to persons who buy leaf tobacco in packages for export. The special taxes imposed by section 4 of the act of June 13, 1898, on dealers in leaf tobacco were abolished by section 5 of the act of April 12, 1902, to take effect July 1, 1902, and every person carrying on business as a dealer in leaf tobacco will be required to register his business, on Form 277, as above stated, the same as though the tax had not been repealed. The privilege that a farmer has of selling his unstemmed leaf tobacco in its natural condition without restriction can not be delegated to another person, and no other person can lawfully receive and sell and deliver leaf tobacco for a farmer, except that he may place his tobacco in the hands of a registered dealer in leaf tobacco, who is required to confine his sales to the three classes of persons above mentioned.

—The work of fitting up the big factory that has been secured by the American Cigar Co. for its establishment at Lynchburg, Va., is being pushed ahead rapidly under the direction of J. A. Coen, of New York. The building is to be renovated and a large quantity of machinery placed in position.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
PLUG & SMOKING TOBACCO & CIGARETTES.
MANUFACTURER OF CIGARS, SMOKERS' ARTICLES, &c.
40 W. Orange St
Lancaster, Pa.
Our Leading Brands, LANCASTER LONG CUT, LANCASTER CUT PLUG, SHIRK'S 5c. DURHAM, TROTTER SCRAP. For Chewing and Smoking
FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.
A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART, Inventor and Manufacturer, Newmanstown, Pa.

ANNOUNCEMENT!
Kleinberg's Chico
We regret to inform our numerous friends that we have been enjoined from manufacturing the famous CHICO cigar. Our worthy competitors, Otto Eisenlohr & Bros., claim that our CHICO is an infringement of their CINCO, and have stopped us by injunction.
Chico Cigar Co., Phila.

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.
Price, $1.10, Postage Prepaid.
THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia. 11 Burling Slip, New York.

John U. Fehr,
PACKER OF AND DEALER IN . . . **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
1021 CHESTNUT ST. Reading, Pa.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

PATENTS RELATING to TOBACCO, Etc.

704,742 Cigar bunching machine; M. M. Gardner, Edgewood, R. I.
704,902 Moisture proof cigar box; Alexander Morten, New York city.

BUSINESS CHANGES, FIRES, Etc.

Connecticut.

Derby—R. W. Munson, cigars; damaged by water; insured.
New Haven—J. Bernstein, cigar manufacturer; discontinued.

Georgia.

Atlanta—W. C. McClendon, cigars and tobacco; succeeded by P. B. Moore & Bro.
Savannah—J. Pinkussohn & Co., cigars and tobacco; admitted J. R. Solomon in the business.

Illinois.

Beardstown—Anton Greve, tobacco; sold out.
Chicago—Foster & Thul, cigar agents; dissolved.

Indiana.

Indianapolis—J. E. Messick, retail cigars etc.; sold out.—N. J. Newton, retail cigars, etc.; sold out.—Charles Stevenson, retail cigars, etc.; chattel mtge. $200.

Indian Territory.

Chickasha—Springer & Bell, cigars; sold out to Robert Scott.

Maryland.

Manchester—Charles E. Betts, cigar manufacturer, dead.

Massachusetts.

Lynn—Ralph N. Swain, cigars and tobacco; damaged by fire; insured for $1,000
New Bedford—Fred. L. Robinson, cigars; chattel mtge. $300 discharged.

Missouri.

Kansas City—Western Tobacco Co., manufacturers and wholesale dealers, attached.
St. Louis—Fred Mueller Cigar Co., manufacturers; application for a receiver.

New York.

Buffalo—Conrad Herbst, cigars, etc.; out of business.
New York city—Sacks & Pillitzer, leaf tobacco; receiver appointed—Louis Nolpon, cigars and tobacco; assigned.
Troy—Wm. H. Goodale, cigars; succeeded by Charles Kafka.
Yonkers—Charles S. Glaser, cigars; closed by marshall on two judgments.

Ohio.

Dayton—Barbara Still, cigars; out of business.
Findlay—Harry Johnson, cigars; succeeded by Johnson & Heusner.
Toledo—Fred W. Ramm, cigars; refiled chattel mtge. $817.

Pennsylvania.

Allentown—Reinach, Thorsch & Co., cigar manufacturers; receivers appointed.
McSherrystown—Charles H. Busbey, cigar manufacturer; petition in bankruptcy.

Texas.

Dallas—J. E. Block & Co., cigar manufacturers; dissolved, business continued under old firm name by J. E. Block.

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Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXXI.—"PRINCE FLORIZEL OF THE BOWERY."

By LEO GERSHEL, of L. Gershel & Bro.

What should you expect of a prince who chose to get rich in the cigar trade but that he should sell regalias?

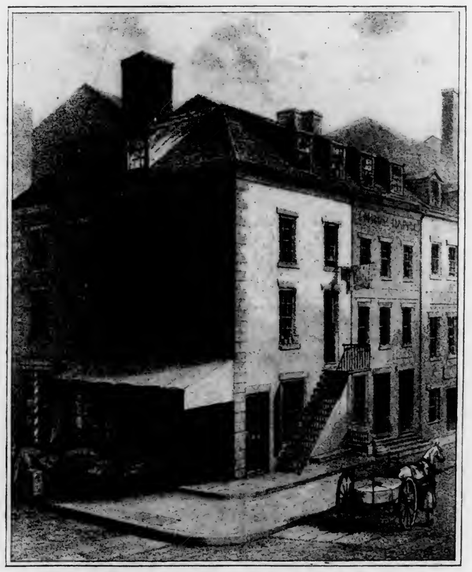
That is precisely the road Prince Florizel of the Bowery took. You require to be told who the prince was do you? How very youthful you are!

Prince Florizel of the Bowery was a famous man in his day. He was the most successful cigar salesman of his generation. To have been in the business and not to have known the Marquis de Lafayette Sharkey was to confess to shameful ignorance, indeed.

The Bowery, even in its halcyon days in the early '50's, when it was a joy to every New Yorker, had no more resplendent denizen than Mark Sharkey. His gorgeous waistcoats, which he numbered by the score, rivalled the shows in the jewelers' windows. His smile, so full of good nature, his twinkling eyes in which shrewdness had its home, his rosy cheeks, his crisp curls—surely, there never was another cigar man like this Prince Florizel of the Bowery of fifty years ago.

He was princely in everything he did, and in nothing more than in his determination that none of the cigarmakers employed in the shops he conducted, both in New York city and in certain towns on Long Island, should earn more wages than were suitable. Those were primative times in the cigarmaking line, pray remember, when good workmen were content to earn $10 a week, and when the more skillful hands, with ambitions of their own in their hearts, were looked on with hatred by their fellows and with suspicion by their bosses. The Marquis tolerated no ambitions save his own, and ruthlessly turned adrift every cigarmaker who tried to do better than the fellow at the next bench. Shortsighted? Of course, he was shortsighted, yet how many princes are there, anyhow, in history who have earned reputations for wisdom? Prince Florizel's jealousy of capable men resulted in good luck to almost every man he discharged, and I could, if I cared to do so, or if there were any propriety in doing it, I could, I say, name three or four men, now full of years and in the enjoyment of wealth gained in the cigar business, who between 1850 and 1853 lost their jobs in Sharkey's shop, for no other reason than that they earned too much at their trade.

But away from his work-people and engaged in selling the cigars they made for him, the Marquis was in every way princely. He was a



THE MARQUIS DE SHARKEY'S CIGAR FACTORY IN THE OLD BOWERY.

Bowery "b'hoy" of the type made familiar to the last generation of theatre goers by the late Frank Chanfrau, but without vices. He knew the Bowery from end to end; there wasn't a resort on the whole thoroughfare that wasn't his customer, yet he neither drank nor gambled. At home he was a model family man.

But about those regalias? Of course, he didn't sell regalias on the Bowery Prince Florizel knew the world of his day, and you may besure the Bowery got from him only such cigars as were good for it. Prior to 1850, most of the cheaper grades of cigars smoked in New York and elsewhere in the United States, came from Germany They were very cheap. Indeed, they were so cheap that they were bestowed without cost upon the frequenters of saloons and restaurants. But the home industry which began in 1850, or just previously, didn't get on its own feet all at once. It needed just such a sponsor as the Marquis de Lafayette Sharkey to give it the proper introduction, and it is because he did his work so well that he is deserving of posthumous gratitude It is pleasing to record that the Marquis got his reward during his lifetime. He had done the Bowery full justice, and in 1849 came his remuneration, for with the discovery of gold in California began the great business of shipping New York made cigars to the Pacific Coast.

Prince Florizel seized his opportunity, and it never got away from him He wasn't that sort of a prince. With a finer sense of fitness than any of his competitors evinced he shipped to California only regalias. And the Californians not only took all he could send them, but clamored for more, so that our prince, who had been prosperous before, now became a very Croesus.

And, alas, the Bowery saw less and less of him. There were plenty of cigar salesmen to do full justice to the Bowery's needs, but there was not another Prince Florizel. As I have noted the steady degeneration of this famous, and once most likeable of New York's streets, I have been prompted to speculate upon what might have been its fate had not the Marquis de Sharkey deserted it for a more profitable field. He was so natural, so wholesome; he pervaded the Bowery, was so potent an agency for good, so representative an American, so looked up to, so admired, and he loved the Bowery so well, that I am sure he would not have permitted it to go to seed, if only he had been there to prevent it.

Heigho, those old days are no more. The cigars Mark Sharkey made are all smoked up long ago, and even in golden and grateful California they no longer know his regalias. But the work that he did both here at home in New York and among the lovers of cigars in the Far West, is something which will go on forever. It may be, there will never be another like the Marquis, so genial, so royal, so conspicuous. The cigar world has grown ever larger and larger, its demands more exacting and more complex, but I deny that the public to which the present generation of cigar manufacturers and cigar salesmen cater is in any way as picturesque as that old public of the Bowery in the early '50's which contributed so liberally in its happy-go-lucky way to the prosperity of our Prince Florizel. It was a golden era, not only for him, but for all those whom his genius taught to love the great home-made American cigar, its paunch stuffed with rich Havana and its coat from good old Connecticut.

—

Next Week.—Chapter XXXII:—"On a Rooftop in Bagdad," by Stephen G. Ruth.

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JULY 30, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

"Gentlemen, we have great problems. We can only solve them by degrees. We can only solve them by doing well each particular bit of work as it comes up for solution. Much of it can be done along the lines of supervision and regulation of the great industrial combinations which have become so marked a feature in our civilization, but if we recklessly try, without proper thought, without proper caution, to do too much, we shall either do nothing or else we shall work a ruin that will be felt most acutely among those of the citizens who are most helpless.

"It is no easy task to deal with the great industrial tendencies. To deal with them in a spirit of presumptuous and rash folly, above all, to deal with them in a spirit of envy, and hatred, and malice, would be to invite disaster; a disaster which would be so wide-spread that this country would rock to its foundations. The Mississippi sometimes causes immense damage by flood. You can't dam it and stop the floods, but you can regulate them and control them by levees. You can regulate and control the current, you can eliminate its destructive features, and you can do it only by studying what the current is and what your own powers are."—From President Roosevelt's fourth of July speech at Pittsburg.

XI.

During a discussion which took place the other day between Messrs Charles Fox and A. Bijur, of the National Cigar Leaf Tobacco Association, on the one part, and the editor of a certain daily newspaper in New York city on the other, Mr. Bijur dropped a hint which justifies the suggestion of a new and a beneficent trust. Mr. Bijur's point was that, in fairness to the manufacturers of cigars in the United States, the import stamp on boxes of Havana cigars should be abolished, in case our government comes to an understanding with Cuba on the subject of reciprocity, as an offset to reciprocity concessions. Mr. Bijur dwelt warmly upon the fact that imported cigars are the only article of foreign merchandise coming into the United States which bear the government's official guarantee that they are in fact of foreign manufacture. Dwelling upon his subject and bringing out the merits of his argument with a charming clearness, Mr. Bijur said:

"Why cannot the Treasury Department authorize the employment by American citizens engaged in the manufacture of clear Havana cigars of a stamp on their boxes as distinctive as that which clear Havana cigars made in Cuba now have on the boxes containing them? The double stamp on boxes of imported cigars is a government certificate that the cigars contained in such boxes are made only of tobacco grown in Cuba, which we admit is the finest tobacco in the world. If cigars made in the United States, of imported Cuban tobacco, had a stamp equivalent to the government's guarantee that they were in truth made solely of Cuban tobacco, no one would be hurt."

Now, here is a suggestion which American manufacturers of clear Havana cigars should immediately adopt. They have already an association of their own, and they need not wait for the Treasury Department to give them a distinctive stamp, although it would undoubtedly inure to their benefit if the stamp were official and printed and issued by the government at Washington. It would be in the nature of a trust, it is true, but a trust which would have no critics, while at the same time it would have ample justification for its existence.

The cigar loving public would welcome the innovation. The manufacturers' association would doubtless delight in taking care that the stamp should be issued only to honest men.

No manufacturers of cigars in this country are at present so prosperous, or so hopeful of the future, as those who manufacture clear Havana cigars. There are dozens of such manufacturers whose monthly output exceeds one million each, and this, for a clear Havana factory, is an enormous production. Under the present tariff these cigars are retailed at about one third less than imported cigars, but if they were not good, that is good enough for the most fastidious smoker, they would nevertheless have no show against their Cuban competitors. But they are good, they are excellent. There are plenty of people who swear by them, who even say

DOTTS & KEELY,
Importers and Packers of Leaf Tobacco
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HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street PHILADELPHIA
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THAT IS SAYING A GOOD DEAL.
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Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

they prefer them to the imported article. If such cigars went to the public under an absolutely trust worthy stamp their sale would increase enormously.

By all means let us have a distinctive stamp for our domestic clear Havana cigars.

XII.

Did it ever occur to you that human beings, from the earliest pre-Adamite times down to our own day, have had to contend against giants? Prehistoric man had his troubles with the dinosaurus, the ichthyosaurus, and the other mammoth creatures that filled air, water and earth—and still he kept house.

The men of antiquity were confronted by kings whose autocracy and tyranny were gigantic—nevertheless they kept house. In the time of Julius Cæser and the Roman Empire it was the army that devoured the substance of the people; all the same, the people kept house. In the so called dark ages there were the robber barons who went foraging and rampaging around; notwithstanding which the plain people managed to find board and lodging. In the days of the great nobles, who required so much to keep up their state, there wasn't such an awful lot of starvation after all among untitled men and women. And even the French Revolution, which was the greatest and most harmful trust the world has ever known, still left enough food to support over 97 per cent. of the population of France.

The mammoths with which we of this up-to date world are familiar are the great corporations styled trusts—and yet last Fourth of July the children of the United States had more money to burn up in fireworks than any children have had for the past twenty years.

Funny, isn't it, what a hard job the mammoths of all time have had to put the rest of creation out of business?

Cigar Production in 1902.

The Tobacco World's prediction of several weeks ago that the official returns would show that the cigar industry in New York city is in the healthiest possible condition is verified. For the twelve months ended July 1, 1902, there were manufactured in the First New York district 81,022,180 cigars, as against 70,932,900 manufactured during the same period of 1901, an increase for 1902 of 10,089,280; in the Second New York district the production, during the period named, was 249,185,493, as against 188,214,466 in 1901, an increase for 1902 of 60,970,027; the production in the Third New York district, for the fiscal year of 1902, was 702,600,547, as against 579,370,288 in 1901, an increase for 1902 of 123,230,259. This makes a total increase for Greater New York alone of 194,190,566 over 1901. Every internal revenue district in the state of New York shows similarly large increases. Thus the Fourteenth district made 19,060,755 more cigars in 1902 than it did in, 1901; the increase in the Twenty first New York district was 3 563,596, and in the Twenty-eighth it was 1,728,165.

The only Pennsylvania district which showed a falling off was the First. In 1901 the First Pennsylvania district manufactured 543,885,622 cigars. In 1902 its total product was only 534,254,540, a decrease of 9,631,082. The production in the Ninth Pennsylvania district for 1902 was 740,979,270, as against 734,331,100 in 1901, an increase of 6,618,170. The Ninth Pennsylvania still maintains its position at the head of the cigar manufacturing centers of the United States. The production of cigars in the Twelfth Pennsylvania district during 1902 was 33,746,639, as against 31,980,160 in 1901, an increase of 1,766,778; the production of cigars in the Twenty-third Pennsylvania district during 1902 was 362,161,036, as against 348,288,900, an increase over 1901 of 13,872,136.

According to the tables from which the foregoing figures are taken, the total production of cigars in the United States during the twelve months ended July 1, 1902, was 5 595,216,893 as against 4,608,746,284 in 1901, an increase of almost 1,000,000,000 in favor of 1902.

How He Counted.

"How is this, Alexander?" said Mrs. Pothurst. "You told me at the beginning of the century that you were going to strictly limit yourself to smoking ten cigars a day, and, if I am right in my count, here you are puffing away on your twelfth."

"True, my dear," answered Mr. P., "this is the twelfth cigar to-day, but as a matter of fact I have only smoked eight. I never smoke over two-thirds of a cigar; can't do it without scorching my moustache. Then, if you will think for a moment, you must see that I have only smoked eight, which is two-thirds of twelve, leaving me still two and a little more to smoke. Kindly pass the matches,"

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E. A. CÁLVES & Co. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

The New York Leaf Market.

MACKINAC, Mich., July 20, 1902

DEAR MEDICINE MAN:

There are a number of us small Michigan cigar manufacturers stopping here for the summer. We are like all members of the tobacco trade—no matter how far we go from home we never get away from the shop. Not one of us has ever visited the New York leaf market, though, during the course of the year we make it worth while for leaf salesmen, representing New York houses, to visit our out of the way factories. This afternoon, after dinner, we got discussing the New York leaf market. We found out, after only a very few words had been exchanged among us, that we know nothing at all about the New York leaf market, and we have accordingly agreed to refer the following questions to you:

How large is the New York leaf district?

In what part of New York city is it located?

Are the leaf merchants housed in sky-scrapers?

Finally, how do the large buyers do business in the New York leaf market?

We hope we have not asked more questions than you will find space or inclination to answer.

STAY-AT-HOME CIGARMAKERS.

The Answer.

The foregoing set of questions is entirely to my liking, because they evince on the part of my correspondents a healthy and natural interest in that section of New York city which has been for over half a century, and which will probably always be, the center of the cigar leaf tobacco trade of the United States.

I shall answer the questions of my correspondents seriatim:

The New York leaf district is not large. It is not so large, for instance, as the leather district which adjoins it on the north. The New York leaf tobacco district begins properly at Wall and Front streets, and extends along Front, Water and Pearl streets to Fulton street. There are a number of leaf houses on the intersecting streets—Pine street, Maiden Lane and Burling Slip. This is the oldest part of New York city, and tobacco has been sold in some of the houses on Water street and Pearl street, first at retail and afterwards in a wholesale way, ever since the days of the first Dutch settlers of New Amsterdam. Indeed, in the days of Peter Stuyvesant, one Dutch burgher had his farm and grew tobacco, of the old Dutch Amersfort type, on the site of what is now the corner of Water street and Burling Slip.

The New York leaf tobacco district is located at almost the extreme southeastern end of Manhattan Island, for a few steps south of Wall street is Old Slip, and that is next door to the Battery.

Not a single New York leaf merchant is housed in a sky-scraper. Almost every one of them is domiciled in a four-story red brick building of the plainest and most unpretentious character, erected forty, or fifty, or even sixty years ago. In fact, the only new buildings in the district are those respectively at 136 Water street, 161 Water street, 140 Maiden Lane and 165 Front street. There may be one or two others which I forget at the moment, but there are only one or two, and not a single one of the new ones that I have mentioned is architecturally striking.

The large leaf buyers do business as they like. They do it, in truth, almost on their own terms, and everybody appears to be perfectly contented and happy the year round. But please do not infer from this last statement that the leaf merchants of New York are a parcel of easy-going simpletons, for nothing could be farther from the truth. The New York leaf merchants as a class deserve to rank with the brightest and most capable men of business in the entire Metropolis. They compete keenly one with another; they are ever diligent in their business; they keep the closest watch upon everything that in any way interests them as leaf merchants; they are considerate employers; and lastly, they are very good citizens.

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THE MEDICINE MAN.

Smoke Vanities in Vienna.

A Cigar Loving Princess and Her Match-making Schemes.

Vienna, July 10, 1902

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And over the whole city there is the incense of tobacco smoke; of the smoke of good tobacco, for the Austrian regie understands its business. The smoking tobacco, the cigars and the cigarettes which it manufactures are uncommonly good and very reasonable in price. The tobacco lovers of Austria appear to be emancipating themselves from the pipe. Even the poor among them have put their pipes away, and now go about with cigarettes between their teeth.

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Cigar Leaf Tobacco Centers.
Large corp of thoroughly competent Inspectors. Prompt and courteous attention. Satisfactory service. Samples fastened with Patent Tobacco Sample Binder, or as formerly.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

The New York Leaf Market.

MACKINAC, Mich., July 20, 1902

DEAR MEDICINE MAN:

There are a number of us small Michigan cigar manufacturers stopping here for the summer. We are like all members of the tobacco trade—no matter how far we go from home we never get away from the shop. Not one of us has ever visited the New York leaf market, though, during the course of the year we make it worth while for leaf salesmen, representing New York houses, to visit our out of the way factories This afternoon, after dinner, we got discussing the New York leaf market. We found out, after only a very few words had been exchanged among us, that we know nothing at all about the New York leaf market, and we have accordingly agreed to refer the following questions to you:

How large is the New York leaf district?

In what part of New York city is it located?

Are the leaf merchants housed in sky-scrapers?

Finally, how do the large buyers do business in the New York leaf market?

We hope we have not asked more questions than you will find space or inclination to answer.

STAY-AT-HOME CIGARMAKERS.

The Answer.

The foregoing set of questions is entirely to my liking, because they evince on the part of my correspondents a healthy and natural interest in that section of New York city which has been for over half a century, and which will probably always be, the center of the cigar leaf tobacco trade of the United States.

I shall answer the questions of my correspondents seriatim:

The New York leaf district is not large. It is not so large, for instance, as the leather district which adjoins it on the north. The New York leaf tobacco district begins properly at Wall and Front streets, and extends along Front, Water and Pearl streets to Fulton street. There are a number of leaf houses on the intersecting streets—Pine street, Maiden Lane and Burling Slip. This is the oldest part of New York city, and tobacco has been sold in some of the houses on Water street and Pearl street, first at retail and afterwards in a wholesale way, ever since the days of the first Dutch settlers of New Amsterdam. Indeed, in the days of Peter Stuyvesant, one Dutch burgher had his farm and grew tobacco, of the old Dutch Amersfort type, on the site of what is now the corner of Water street and Burling Slip.

The New York leaf tobacco district is located at almost the extreme southeastern end of Manhattan Island, for a few steps south of Wall street is Old Slip, and that is next door to the Battery.

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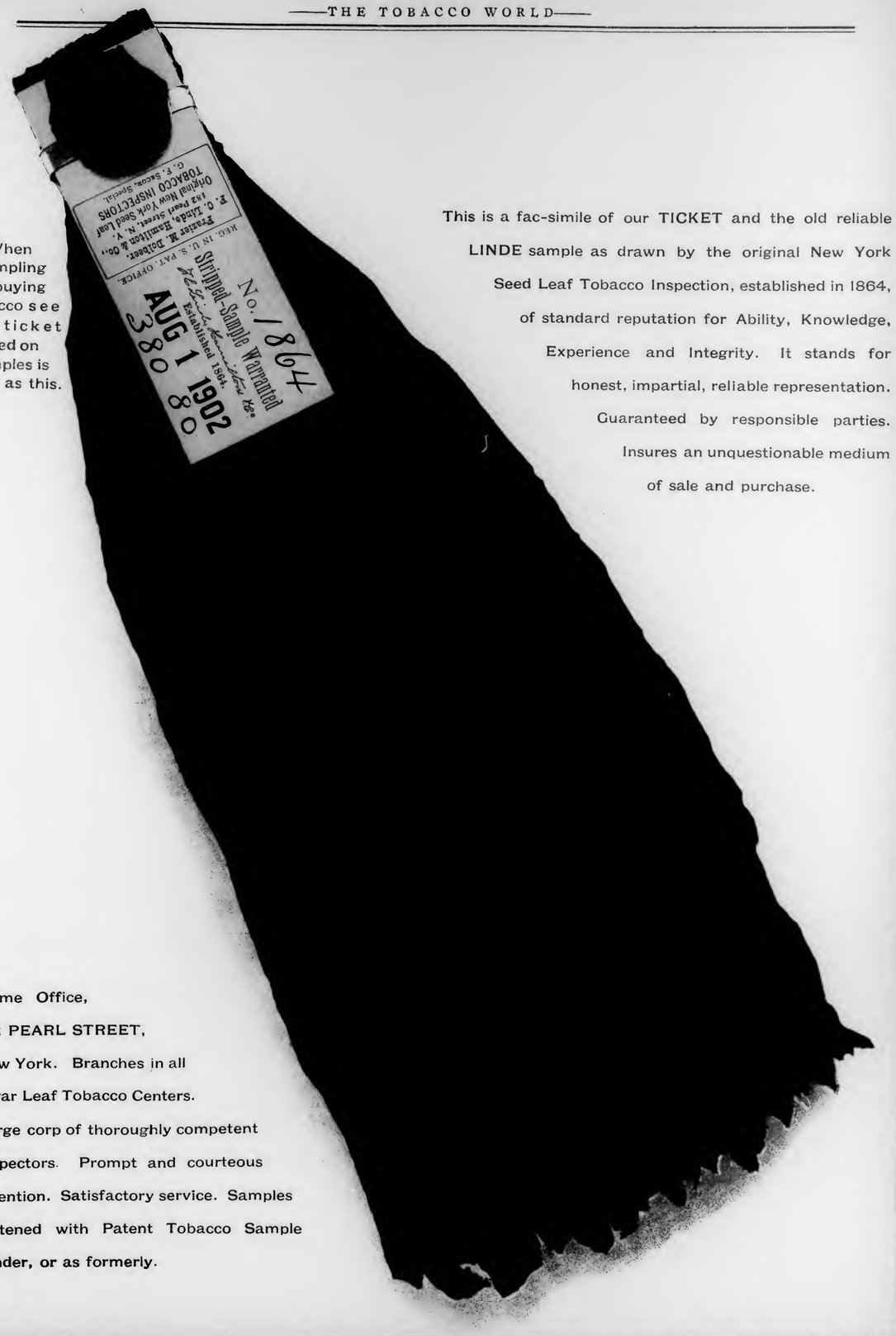

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INTENTIONAL SECOND EXPOSURE

FRAZIER M. DOLBEER. GEORGE F. SECOR, Special.

F. C. LINDE, HAMILTON & CO.,

TOBACCO INSPECTORS, WAREHOUSEMEN & WEIGHERS

Principal Office, 182 PEARL STREET, New York City.

ORIGINAL NEW YORK SEED LEAF TOBACCO INSPECTION.

ESTABLISHED 1864

Branches in all the Principal Cities and Tobacco Districts.

PROMPT ATTENTION GIVEN TO SAMPLING IN CITY OR COUNTRY.

FIRST CLASS WAREHOUSES FOR FREE AND BONDED GOODS.

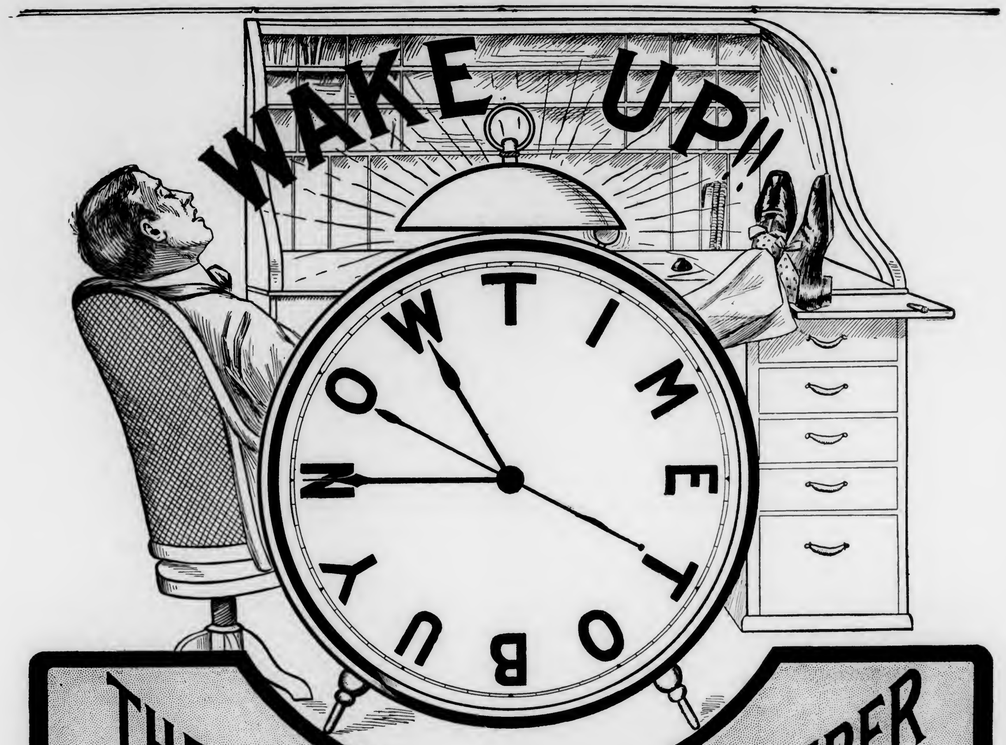
Bonded Stores: 178, 180, 182, 184, 186, 188 and 257 Pearl Street.

FREE STORES.

63 & 64 South Street, 91 & 93 Pine Street.

Insurance effected at lowest rates.

LOCAL AND LONG DISTANCE TELEPHONE, 522 JOHN, NEW YORK CITY.



THE WIDE AWAKE MANUFACTURER

BUYS LEAF FROM

Sutter Bros

INCORPORATED

NEW YORK
CHICAGO

A LIVE PROPOSITION
In Domestic Fillers To-day:
La Aurora, Ohio Havana, Gebhardt, Zimmer Spanish

ST. LOUIS
HAVANA

FRAZIER M. DOLBEER. GEORGE F. SECOR, Special.

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LOCAL AND LONG DISTANCE TELEPHONE, 522 JOHN, NEW YORK CITY.

INTENTIONAL SECOND EXPOSURE

J. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Angeles 10, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Sreet 2, *HAVANA, CUBA.*
P. O. Box 431. *Cable: "Suarco."*

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

The cigarettes of Austria are of various kinds. Those made of Turkish tobacco are particularly good. The best of them are far dearer than the most expensive with which American smokers are familiar The finest and costliest come from Bosnia-Herzegovina, and readily command $25 per thousand. They are superb. The tobacco of which they are made is said to be mountain grown.

I am so in love with Vienna and with the delightful "Virginias," and the divinely fine cigarettes of little half wild Bosnia Herzegovina that if I weren't a New Yorker, contented with the tobacco products of my own land, I could be contented to settle down here for the rest of my life.

BENJAMIN FRANKLIN VANASTOR

Late News from Cuba.

The market for the week ending July 29 has developed considerably more strength, and sales foot up 5,500 bales in all, of which 3,300 bales represent new Vuelta Abajo and Partido factory vegas, about 1,700 bales old Vuelta Abajo and Partido low grades (colas) and only 500 bales old Remedios. While the demand for the first named is increasing, rather than slackening, Remedios still continues to be more of less neglected. The fault, however, lies simply in the absence of the northern buyers, and until they reappear no decided improvement in prices or volume of business may be looked for. That the consumption of Remedios in the United States has not increased, and on the contrary may have decreased a little, may also account for the apathy shown; still with an acknowledged short new crop in sight, leaving the question of quality and lateness of curing out the question, it appears strange that some speculators have not taken hold of this article ere this.

New Crop.

Pinar del Rio reports that Don Alfredo Ettlinger, of the firm of E Hoffman & Sons, had purchased, in conjunction with broker Don Baldomero Junco Alea, three lots of tobacco, viz: of Senores Feran y Hermanos, Don Eusequio Gonzalez and Don Juan Garcia. It is said that the prices paid were calientes ("hot"). The total purchases are said to amount to about 1,200 bales of the finest growths. In general Don Alfredo claims, however, that he was disappointed with this year's Vuelta Abajo tobacco, as famous vegas which he had purchased in former years this year contained a large amount of the abominable dry yellow leaves, and he would not have accepted such even as a gift.

Partidos.—No change to report; everything desirable has been bought up in the country by the various escojidas that are going on all over the district, and it is selling as fast as it is brought to the market in Havana.

New Remedios —A few people claim now that the quality is not as bad as has been said before; still that the crop is short and that the leaf is also very stunted in appearance is not denied by anybody. Prices for matules (the bundled tobacco) are said to have advanced forty per cent. through competition of some buyers who wished to make some small trial packings in order to keep in the swim.

Departures.

Don Adolfo Moeller finally left for a short trip North on July 19, on the Morro Castle.

Cigar Factories.

Suarez & Co.—In the issue of The Tobacco World of July 9, it was stated that La Flor de J. S. Murias y Ca. had retained a branch office at Santiago de las Vegas. This is denied, as upon moving to the palace of "Villalba," Egido No. 2, in Havana, the branch factory at Santiago was abandoned. There are rumors that this factory has been acquired by the Havana Tobacco Co , and while the contract may not have been signed, it is stated that quite a respectable sum of money had been deposited with a banking house to the credit of the firm of Suarez & Co. It is said that the amount to be paid for the branch is $1,000,000, and that the stock on hand is to be taken over by the purchasers at cost price. The head book keeper in the house denies the truth of the above statements, although admitting that negotiations might be on foot, which could result finally in the sale of the factory. That the Havana Tobacco Co. is anxious to secure the control of this highly important factory, owing to its large output of cigars, admits of scarcely any doubt.

"La Belinda"—This small factory, carried on by Francisco Menendez, is also stated to have been sold to the Havana Tobacco Co.

Rabell, Costa & Co. absolutely deny the rumor of the absorption of their La Cruz Roja, Ramon Allones, Marques de Rabell, and the Romeo y Julieta brands.

Henry Clay and Bock & Co. Limited
The Havana Cigar & Tobacco Factories, Ltd.
HAVANA, CUBA.

NOTICE IS HEREBY GIVEN that we have been retained to **vigorously prosecute all infringements** *upon the celebrated Brands, Trade-Marks, Labels and Styles of Packing of the above-named Company. Unless all such imitations and infringements are* **forthwith and permanently discontinued,** *both CIVIL and CRIMINAL PROSECUTIONS will be instituted.* Manufacturers and Dealers will please take notice of the foregoing caution.

WISE & LICHTENSTEIN,
Counsel,
Lord's Court Building, 40 Exchange Place, New York City.

FERDINAND HIRSCH, Inc., 32 Broadway, New York,
Sole Representative for the United States and Canada.

The Havana Tobacco Co. is evidently striving to gain more and more absolute control of the cigar manufacturing industry in Havana.

Manuel Menendez Parra —In the last issue it was erroneously stated that Don Francisco Garcia was a silent partner in this house. This is positively denied, as Don Francisco is simply a friend, but has no business interest in the firm of Manuel Menendez Parra.

H. Upmann & Co. have just secured 600 bales of the finest Vuelta Abajo vegas grown this year, and while prices were high, they needed just such high-class goods to continue the manufacture of their excellent Sin Rival cigars. The connoisseurs will pay any price, provided they get the cream of the crop, and it has been the main object of this house to always excel As merit is always rewarded in the long run, it is no wonder that the H. Upmann brand is a great favorite.

Don Gustavo Bock recently received a communication from the German Consul that Emperor William had conferred upon him the order of the Crown, second class. a very high distinction. Don Gustavo is not aware why he should be thus honored.

Cano y Hermano sold 300 bales of new Partido factory vegas, and are in treaty for a larger lot still, which may be announced next week.

Jorge, P Castaneda & Co. report no sales during the last seven days, but they are also figuring upon a fair-sized quantity of wrapper vegas with a manufacturer in Havana.

Garcia & Co. sold 200 bales of Vuelta Abajo colas, old crop, and may have something to say in the coming week, as regards a larger sale.

Aixala & Co finished a 500 bale transaction of the aromatic Artemisa tobacco with a Tampa manufacturer.

Remigio Lopez & Co. sold 150 bales of their excellent Partido escojida to a local factory.

Sobrinos de Antero Gonzalez again sold 300 bales of new Vuelta Abajo factory vegas and thus have demonstrated their prominence in the market.

Antonio Suarez & Co. sold 100 bales of their fine Partido wrappers to Havana manufacturers, prices ranging from $100 per bale for capreros, to $700 per bale for the upper wrappers.

Jose Menendez has established himself at Monte No. 26, Havana, as a leaf dealer, and is now holding a very choice assortment of Partido tobacco, grown upon his own farms in Caimito, and packed under his personal supervision Don Jose has been a grower of tobacco at Caimito for over 15 years. He owns La Serafina and other farms, understands all about the successful planting and curing of the leaf, and being a thoroughly intelligent and honest planter, it is no wonder he has succeeded in gaining an enviable reputation for producing a good crop even when his neighbors had a poor one. Industry, coupled with business ability, is bound to lift people up and place them upon a higher plane. He has not offered his tobacco for sale yet, as he wishes to complete his escojida before selling any part of it.

Arrivals of Tobacco in Havana.

	Week ending July 19. bales	Since Jan. 1 bales
Vuelta Abajo	8,327	44,874
Semi Vuelta	408	2,009
Partidos	2,320	18,706
Matanzas	—	65
Santa Clara and Remedios	819	63,832
Santiago de Cuba	—	12
Total	11,874	129,498

Another Flight to 111 Fifth Avenue.

McAndrews & Forbes, of the recently organized licorice combination, have removed their offices from 55 Water street, New York, to 111 Fifth Avenue.

The new licorice combination it is explained, is not allied to any of the tobacco manufacturing corporations having their headquarters at 111 Fifth avenue, but these corporations are large purchasers of licorice, and McAndrews & Forbes simply desire to do business as conveniently as possible.

Sumatra by the Statendam.

The steamer Statendam, arriving at New York from Rotterdam on July 27, had on board the following consignments of Sumatra.

	Bales
E Rosenwald & Bro.	122
A. Cohn & Co.	99
Leopold Loeb & Co.	58
F & E. Cranz	40
Otto Malchow & Co.	36
Jos. Hirsch & Son	35
H. Duys & Co.	29
L. Schmid & Co.	26
Rothschild & Bro.	25
A. Blumlein & Co.	5
Total	477

Asked for a Receiver.

Edward W. Loudon, of Covington, Ky., has asked for a receiver in the Common Pleas Court for the Cincinnati Leaf Tobacco Warehouse Company.

This company's affairs were wound up in the Kentucky courts and has been reorganized into the Cincinnati Warehouse Company, a $1 650 000 corporation.

Loudon has a $1991 judgment against the old company and asks the court to declare fraudulent and void the transfer of the property to the new company.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, MGR.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, MGR.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, MGR.

F. GARCIA, BRO. & CO.
Growers, Packers and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba. Placetas, Cuba

R. B.
ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF LEAF TOBACCO.
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND HAVANA, CUBA.
NEW YORK.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
B. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

Trustworthy Samplers' Tickets.

F. C. Linde, Hamilton & Co., of 182 Pearl street, New York, original New York seed leaf tobacco inspectors, whose reputation for good faith and conscientious tobacco inspection goes back to 1864, when their business was established, are as enterprising as they are honorable. Their full page advertisement in colors printed elsewhere in this week's Tobacco World bears its own message to every leaf buyer and every cigar manufacturer in the United States. It is one of the handsomest advertisements that has ever appeared in a tobacco trade paper, and it is especially timely because it is at this season of the year that the sampling of seed leaf is be ginning.

F. C. Linde, Hamilton & Co's advertisement informs the reader that the bright yellow ticket with its conspicuous seal, and a duplicate of F. C. Linde's signature, all so faithfully represented, is "a fac-simile of our ticket and the old reliable Linde sample as drawn by the original New York Seed Leaf Tobacco Inspection, established in 1864, of standard reputation for ability, knowledge, experience and integrity. It stands for honest impartial, reliable representation. Guaranteed by responsible parties. Insures an unquestionable medium of sale and purchase."

In bright red to the left appears this important caution: "When sampling or buying tobacco see the ticket used is same as this."

Frazier M. Dolbeer, the present very competent head of the old firm of F. C. Linde, Hamilton & Co., has been connected with the firm since 1874. The firm has branches in all cigar leaf tobacco centres. It has a large corps of thoroughly capable inspectors in its employ, and gives to its patrons prompt and courteous attention and satisfactory service.

The Name of Bock & Co. in Litigation.

Suit has been instituted in the United States Circuit Court for the Southern District of New York by the Henry Clay and Bock & Co., Ltd., against Bock & Co., cigar manufacturers of 133 Reade street, New York, asking for an injunction and damages for alleged unfair trading methods, the infringement of brands and labels, and especially the use of the firm name of Bock & Co. by the defendants.

Wise & Lichtenstein appear for the complainant.

The bill of complaint gives a very full history of the long-established firm of Bock & Co., of Aguila de Oro fame, of Havana, and recites the incorporation of Henry Clay and Bock & Co., Ltd. The bill of complaint sets forth that the creation of the defendant firm was concerned with a view to appropriating the good will and trade of the Havana corporation. It is charged that confusion of the two products arises, and that unscrupulous dealers are prone to substitute one kind of goods for the other.

Bock & Co., of New York, it may be explained, are doing business under names which are honestly their own, yet in cases precisely like the present one courts have held that that fact does not constitute a valid defense.

Bock & Co. of New York manufacture clear Havana cigars. Their leading brand is Don Antonio.

PHILA. LEAF MARKET.

The local market was somewhat enlivened during the past week by the sale of about 500 cases Zimmer Spanish by a local house. Besides, there is already a more than abundant demand for binder leaf and samples. The new tobacco is being awaited with increasing interest. Light wrapper goods sell freely. Force-sweated Connecticut is also changing hands readily. There are strong indications of an early improvement.

Sumatra conditions are fair, and the new goods are meeting with more favor than at first.

Havana is fairly active, considering the season of the year.

EXPORTS.

Antwerp—118 tons.
London—84 hhds.
Rotterdam—10 hhds.
St Johns, N.F —129 pkgs.
Liverpool—28 hhds.
Leith via Baltimore—78 hhds.

New York Leaf Market.

It is still mid-summer, even though there has been more "coolth" than warmth in the atmosphere.

In Sumatra the purchaser's rule still appears to be to confine himself to single bale orders, but he is bound to get "gay" very soon.

The Havana importers say business is good for this time of year.

The packers of domestic leaf announce no large single transactions.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

The Trade at Home

The local cigar trade during the week has been quiet but steady. Retail dealers are doing a fairly good summer trade. The vacation season has proven somewhat of an impetus in the box trade. A majority of our jobbing houses are doing only a moderate trade in cigars, and mostly of the cheaper grades. Sales of the American Cigar Company's products are not running very heavy just now.

JOHN S. GELLER, SONS & CO. TO INCORPORATE.

The cigar and tobacco jobbing house of John S. Geller, Sons & Co. has given notice that it will make application for a charter on Monday, August 4, at Harrisburg. The incorporators will be John S. Geller, W. P Geller, A. W. Geller and N. T. Weser. The capital is to be $50,000. The new corporation will take over the business now being conducted at Norristown, Pa., 113 S. 9th street, Philadelphia and 436 7th street, N. W., Washington, D. C.

This house has made a specialty of anti-trust goods ever since its establishment here, and is apparently meeting with success.

They handle practically all brands of independent goods that are on the market, and have also put out several special brands themselves, among which are Our Billy, a 3-cent cigar. This brand was also recently adopted for manufactured tobacco.

They are local distributors for W. K. Gresh & Son's Pathfinder and other brands of cigars.

FELLHEIMER & CO. EXPANDING.

About March 1st S. Fellheimer & Co. removed from 4th and Race streets to 70 N. 4th street, where a more spacious floor was obtainable A neat retail department was opened and an extra strong effort was made to spread the sale of their goods among the trade in this city and vicinity.

Recently the firm also opened a branch establishment at 10 S. 9th street, where three workmen are employed, and a retail department is also conducted.

Their specialty has been the M. E. G., made up in Londres and Conchas and retailing at 5 cents. Lately, however, a clear Havana cigar was produced under the name Marquito, and made in four sizes. It is also having a nice sale.

MORRIS LESSER AGAIN WITH VICENTE PORTUONDO.

Morris Lesser has again joined the selling forces of the Vicente Portuondo factory. He had been with the house some years ago. He is popular and has a desirable clientage, which will no doubt make his acquisition valuable to the house.

LIPSCHUTZ TAKES ANOTHER FLOOR

B. Lipschutz, of "44" fame, has added another floor, to his factory space, on Filbert street near Thirteenth, which will give him facilities for seating about fifty additional hands.

SALESMEN VISIT HEADQUARTERS.

John T. Dee, Chicago representative of the Theobald & Oppenheimer Company, Mr. Marshall, Southern and Western representative, and the New England representative of the house have been at headquarters this week. President Spotz has also lately returned from a short trip west and south.

EDDY DUNLAP TRIES HIS LUCK AGAIN.

E. S. Dunlap, the popular representative of Arguelles, Lopez & Bro., of New York, has just returned to Barnegat, N. J., upon a few days fishing expedition. With a score of books on angling, and all other necessary paraphernalia he is fully prepared for a big catch

LOCAL DOINGS.

J. W. Hulse, with Parham & Duff, will leave his home at Washington, D. C., and will start next week on a tour through the south. Henry Cohen, with the same firm, will start west next week.

J. B. Mayer, of the Pareira-Mayer Co., New York, stopped in Philadelphia one day last week, while en route from the South to New York State.

M. J. McDonnell, with M. J. Dalton, is spending his vacation at Newport.

J. M. Coan, representing the La Favorita factory of Caya, Porto Rico, "Billy" Taylor of the Punch Factory, Havana, Tom Bowen, with Fernandez Bros. & Co., New York, J. G. Spatz, of J. G. Spatz & Co., Reading, Alberta Santisa, representing the Juan La Paz Company, of Tampa, and Sidney Lester, with Amo, Ortiz & Co., Tampa, were here this week.

H. M. Weaver, senior member of H. M. Weaver & Sons, has returned to Atlantic City, where he will remain until September.

E. A. Cooke, of F. Bonilla & Co., Porto Rico cigar importers, of 54 Stone street, New York, has been here this week, and is working up quite a good trade in this city.

C. C. Sturmfels, a cigar and tobacco dealer at Bristol, Pa., made a visit here on Monday.

A. L. Michaels, representing the Cuban Havana Mfg. Co., of 132 Church street, New York, was also among the recent visitors.

—The tobacco firm of Arnold & Wein, of Spencerville, O., has been dissolved by the withdrawal of Mr. Arnold the business will be continued by Wein & Co.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA.
NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

FRAZIER M. DOLBERR. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St. 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182 186 188 and 257 Pearl street.

Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

Thos. Ewd. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co: ming N. Y.: W. C. Sleight.

Doings in the Leaf Trade.

Leopold Loeb & Co. received 58 bales of Sumatra per the steamer Statendam.

Sol. Loeb, of the Loeb Swartz Tobacco Co, is expected home from Europe on the 15th of August.

E. A. Calves is spending this week at Milan, Italy, whence he will proceed to Paris, London and home, reaching here about September 1st.

The Empire Leaf Tobacco Co. is having the most active summer in its history. W. G. Link, with this house, has just returned from western Pennsylvania. H. A. Levy is now in New York state.

The Loeb-Nunez Havana Co. has had an excellent week in Havana sales. For several days the warehouse floor was filled to almost the point of impassibility with bales being prepared for shipment.

F. Eckerson and family are summering at Overbrook. J. W. Eckerson, of F. Eckerson & Co., is this week covering Pennsylvania.

Several sales aggregating nearly 500 cases, of Zimmer Spanish were consummated by Julius Hirschberg & Bro. this week.

Tom Stavely, of the John B. Heil Co., returned on Monday from New York State. Martin H. Myers has also just returned from a flying trip through Pennsylvania.

Geo. W. Bremer, Jr., of Bremer Bros. & Boehm, is spending several days in recreation at Anglesea, N. J

G. W. Newman has returned from a two weeks' trip through New York state.

Visitors in the leaf trade this week were S. L. Johns, McSherrys town, Pa; H. Voneiff, of Voneiff & Vidal Cruz, Baltimore; G. F. Schnath, with Schroeder & Arguimbau, S. L. Friedlander and Don Adolfo Moeller, Gustavo and Herman Salomon, of G. Salomon & Bros, H. E. Stevenson, with E. Rosenwald & Bro., Frank Pulver, with Sutter Bros., and Marco Fleishman, with S Rossin & Sons, and Leonard A. Cohn, with A. Cohn & Co., all of New York.

J. A. Kugelman in New York

J. A Kugelman, a well known importer of American and other tobaccos, of Hamburg, Germany, arrived in New York on the steamer Columbia on July 25. He expects to remain in New York until about September 1.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

FOR RENT.—CIGAR FACTORY located at Sellersville, Bucks County, Pa., 1st District, half a square from Reading Railway Station. Stone building, heated throughout by steam; elevator; skylights. Fitted up specially for a cigar factory. Will seat 300 cigarmakers. Rent $500 a year. Address, Box 116, Care of The Tobacco World Phila. 7-23-2

WANTED.—Good and Reliable Manufacturer to locate a Cigar Factory in the city of Allentown, Pa. Excellent opportunity for the right party. For further information address OPPORTUNITY, Box 112, care of The Tobacco World, Philadelphia. 7-30-3

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

GOOD CIGAR AND TOBACCO Store for sale low. Rent reasonable. This is a rare chance for the right man. Address R. S. STAUFFER, Third and Walnut streets, Columbia, Pa. 7-30

COMPETENT FOREMAN wanted for out of town cigar factory, hand work; state reference and experience. Address S., Box 113, care of The Tobacco World.

CIGAR SALESMAN wanted by established union factory, for New Jersey trade. Liberal commissions. Address UNION, Box 114, care of The Tobacco World, Phila. 7 30-3

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

Our Importations
of
Sumatra Tobacco
are giving
Universal Satisfaction.

We now have Several Lots
of
FINE LIGHT GOODS
TO OFFER.

They are Big Yielders
AND
Prices are Reasonable.

LEWIS BREMER'S SONS,

Importers of
HAVANA and SUMATRA,
Packers and Dealers in
Domestic Leaf Tobacco

322 and 324 North Third Street,
Philadelphia

Established 1825

TOBACCO TRADE DIRECTORY and REFERENCE BOOK

—1902—

A Useful and Handy Volume for Your Desk, if you are

A Cigar Manufacturer,
A Tobacco Manufacturer,
A Jobber in Cigars or Tobacco,
A Broker,
A Cigar Box Manufacturer,

or are in any other way identified with the Leaf, the Cigar or the Tobacco Trade of the United States.

The LISTS of Cigar Manufacturers, Tobacco Manufacturers and Leaf Tobacco Dealers of Pennsylvania, of the Wholesale Dealers and Jobbers of the United States (including Wholesale Cigar and Tobacco, Grocery, Drug, Liquor and Confectionery Dealers), of the Cigar Box Manufacturers of the United States, and of Specialty and Supply Houses, are

COMPLETE and TRUSTWORTHY

Price, $1.10, Postage Prepaid.

Address

The Tobacco World Publishing Co.
224 Arch St., Philadelphia

New York Office,
11 Burling Slip

J. L. & M. F. GREENE,

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

TELEPHONE — WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

KAUFFMAN BROS.
LANCASTER, PA.

Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.

The Well-known Crooked Traveler
Sold through the Jobbing Trade.

Factory, 119 S. Christian St.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."
☞Samples to Responsible Houses.☜

—TO THE—
Cigar Manufacturers of America

We wish to call your attention to our Price-List below.

WE do not give our tobaccos any fancy names, but call them just what they are. We are offering to the trade the finest goods the market affords, at the following prices:

Sumatra.

Light, First size,	$3.50 per lb
Second size	3.25 per lb.

Havana.

Very fine, First size Vueltas	$1.20
" " " Remedios	1.10
Second size Vueltas	1.00
" " Remedios	.90

All our Havanas are nice, clean goods, and our own importation. Our Seed fillers are packed by the finest growers.

Newburgh Zimmers.

Havana sizes	30 cents.
Cullman Zimmers	30 cents.

We can give you in Zimmers any size desired. We are selling Penna. Broad Leaf Bs at 20 cts. Also a fine Porto Rico in carets same as Havana at 40 cts.

Binders.

Finest Conn. Broad Leaf heads	35 cts.
" " " Seconds	28 cts.
Very fine Conn. Havana Seed binders	20 cts.
York State binders	16 cts.

Wrappers.

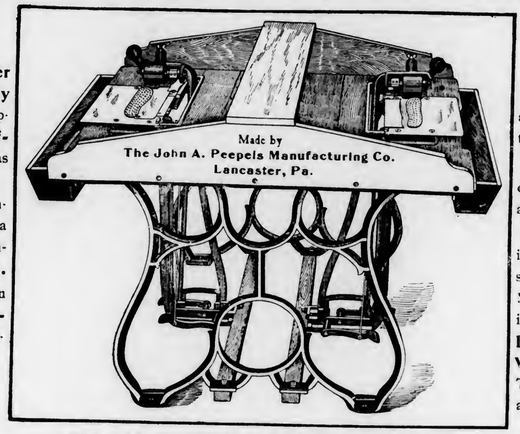
We are also offering the following in Conn. Havana Seed Wrappers:

The very best light, table assorted, First sizes	75 cts.
Connecticut Sumatra (packed the same as Sumatra, and just as good as Sumatra) at $2 per lb.	
Medium Color Wrappers	40 cts.
Dark Wrappers	28 cts.

All orders for less than $5 should be accompanied by money order. All goods sent C. O. D., subject to examination, if same is desired. We pay freight or express on any order over $50 in any part of the United States.

E. SALOMON,
192 and 194 Milk St.,
Boston, Mass.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

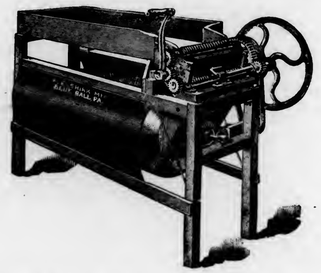
The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

THE DAISY
Tobacco Cutting Machine



Noted for Clean Work and Uniformity of Scraps. It cuts tobacco in a moist state, avoiding dust and waste. It is suited for bunching machines or hand work. These are desirable features in any cigar factory.

THE DAISY
Cigar Box Trimmer

This machine is well designed and well made. It is durable, and the most desirable **Cigar Box Trimmer** ever built.

FOR PRICES AND FURTHER PARTICULARS, ADDRESS

P. E. SHIRK, MANUFACTURER,
BLUE BALL, (Lancaster County) PA.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made Five Cent Cigar in the Market

Union Made
All Sizes

Union Made
All Sizes

M. Steppacher, Reading, Pa.

We Have to Offer about

1,000 Cases Havana Sizes Re-sweated

MEXICAN FILLERS

Also, Some Excellent

GEBHARD SEED of the 1900 CROP

These are the Best Goods, in Quality, Style and Appearance, ever placed before the public.

We will be pleased to submit samples and quote prices.

S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington. Main Office Dayton, O.; Janesville, Wis.

J. T. DOHAN Established 1855 W. H. DOHAN.

DOHAN & TAITT

DIRECT IMPORTERS AND PACKERS

DOHAN & TAITT,

No. 107 Arch Street,

Philadelphia, Pa.

Warehouses:
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

INDOOR

EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

OUTDOOR

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

SPECIAL SELLERS.

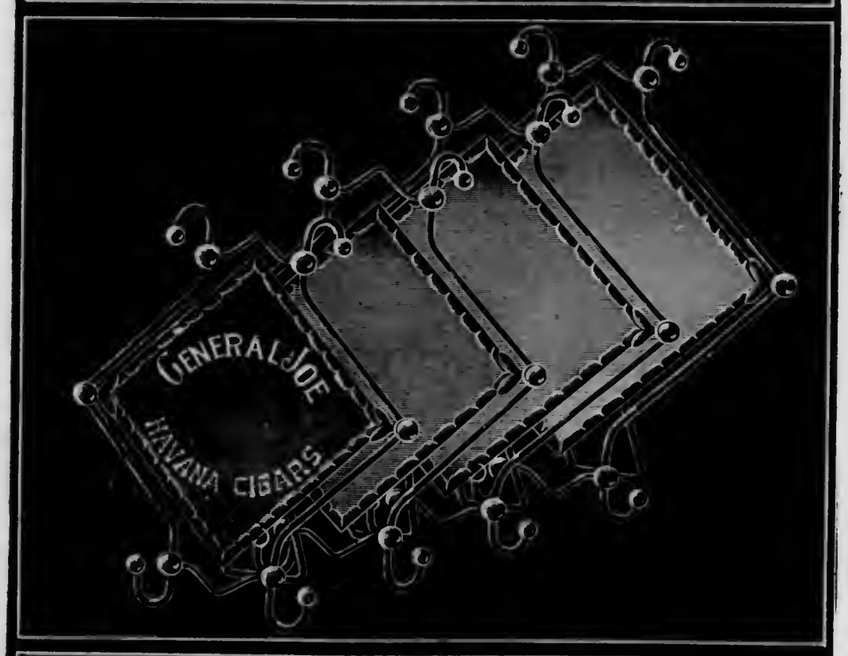
Our Goo-Goo 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock. If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,
LITITZ, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
~TOILET MIRROR NOVELTIES.~



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	6 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

518-520 Seventh Ave., PITTSBURG, PA.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

BROTHERHOOD CUT PLUG
Highest Grade
Is now sold by over **600** Retail Dealers **Strictly Union Made.**
The Hoch Tobacco Co.
Office, 248 N. 8th St., Philadelphia.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

UNION BUTTS
THE WORLD'S BEST CHEW
"Good Stuff" Clean Coarse Selected Stock Carefully *Sweet*
UNION MADE
The M. H. Taylor Tobacco Co.
Manufacturers of all kinds of
NATURAL LEAF AND SWEET TOBACCO
READING, PA.
Correspondence invited with Wholesale and Jobbing Trade. Free Samples to Responsible Houses.

T. L. ADAIR, Established 1895
Wholesale Manufacturer of
FINE CIGARS
Red Lion, Pa.
Special Lines for the Jobbing Trade. Telephone connection.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

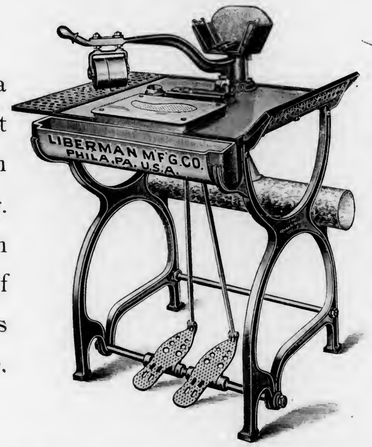
Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

Our Suction Machines are a Success

There is no longer a question of doubt about the success of Suction Machines in cigar making. Their success is a proven fact, but the question of getting *THE BEST* is now the all-important one.



It has also been proven that the Suction Tables offered by us are the most successful. They have met the competition of the other machines, and have been adopted by leading manufacturers in preference to others. SEND FOR OUR PAMPHLET.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100 000 to 125,000 Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

Pulpa. 13,752.
For cigars. Registered July 22, 1902, at 9 a m by A. Kretzschmar & Co., Philadelphia, Pa.

Chuddy. 13,753.
For cigars. Registered July 22, 1902, at 2 p m by P Hochman, Philadelphia.

Mitchell. 13 754
For cigarettes. Registered July 24, 1902, at 3 p m by Jacob Fleet, Philadelphia, Pa.

L. & S's. Practico. 13,755.
For cigars. Registered June 26,1902 at 9 a m by Wm. Steiner, Sons & Co., New York.

Little Leafy. 13,756.
For cigars. Registered July 26,1902, at 9 a m by the Jones Cigar Co., Elmer, N. J.

Dosia. 15,757.
For cigars. Registered July 26,1902, at 9 a m by The Jones Cigar Co., Elmer, N. J.

The North Penn. 15,758.
For cigars. Registered July 26,1902, at 9 a m by John H. Baumann, Philadelphia, Pa.

REJECTIONS.

Olympia, We Two, Ardath, Gentleman Joe, The Era, Silk Hat.

CANCELLATION.

Phrisco, registered July 7, 1902, by A. J. Yinger, Camden, N. J., has been cancelled.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Amomo, Mellow Sweet, Competitor, The Reviver, Mount Greylock, The Zim, Tammany Tribe, Turkish Cream, Oriental Cream, Boys in Green, Demetrio, Hiup, North Moore, Northmore, La vanda, The Pride of Park Row, May Apple, Our National Friend, Malvolio, Pistol, Smoke More, Ticida, La Flor de Valdorfia, Heroides, Cosyra Samuel J. Crawford, Zeekoe, Lord Edwin, Roytina, El Rampolla, J. S. Duss, La Cornola, Bossnet, Heroic Leaders, Alfred, Arkwright, Membrandt, Rehen, Latest Puff, Renida, Greco-Roman, King Roger, El Erector, Lord Balfour, Illinois Commercial Men's Association, I. C. M. A., Americanista, Principe de Gayo, Daughter of the Regiment, Jack in the Pulpit, El Angaro, Anotador, Predominar, O'Hoolihan, Pennsylvania Railroad, Rustic King, S. & Co., Travellers Friend, El Finanato, Gen. Success, A. O. Stanley, William Pynchon, Ashland's Fashion, La Flor de Tamargo, Fourolo, El Crucero, Petite Cuban, Petite Havana, Durvana, Slavoboga, City Lights, Indian Beuty, Oro del Mundo, La Prisma, La Fama del Mundo, Egyptian Polaris, Ke Noir, Egyptian Draconis, Tulane-Newcomb, El Rueda, Prunero, Bomosa, La Piatos, Pecano, Segarcia, La Pacia, Stuta, Stereo, Rodano, La Cleocia, Renico, Jean Paul, Inventaria, Metodo, Cuberica, Mi Ninia, Vanitas, Grenada, Young Puppins, Floreal, Gallagher's Key West Havanas, Wales, Espiola, John W. Mackay, Rosa de Novia

Latest News from York, Pa.

The scarcity of good binders and the high prices maintained for them has had scarcely a precedent, and those who know claim that the days of cheap, good binders is far distant. This is augumented by the demand for higher priced goods, which still continues.

The La Buta Cigar Co. is still very busy, being considerably behind hand with orders. Daily advertisments for good cigarmakers are feebly responded to, showing such labor to be scarce, being all engaged.

A good representation of pluck and energy is the firm of J. C. Heckert & Co., of Dallastown, who by their unusual successes, it is claimed, are rapidly forging to the front. Their traveling salesman, Barney Livingston, has already demonstrated the value to the firm of a personal representative visiting the trade.

During the month of July the following have registered and filed bonds for cigar factories in this city and county, at Deputy J. W. Minnich's office:

Wm. C. Frutiger, Red Lion; Catharine E. Laird, Spring Vale; Normon Ehrhart, Logansville; Betram C. Mitzel, Laurel; Harry Leber, York; Mary Kohler, Broguеville; Calvin Winemiller, Dallastown; H. C. Leiphart, Yorkana; A. W. Myers, Yorkana.

R. D. Zeck, has received this week at the warehouse on Arch street, 140,000 pounds of leaf, for S. L. Johns. Some of the choicer lots were received from Jacob Wambaugh, D. S. Gingerich, Edward Houser, Wm. Hoover, P. Sechrist, and C. Stabley. Twenty-five handlers are employed in packing and assorting.

One of the leading factories in securing the trolley to Windsor was W. C. Smith, who reports good prospects in the line of attractive cigars.

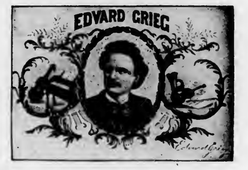
The proprietor of C. Kohler's

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES

The BEST and Most Rapid Selling

Package Goods

Excellent Quality
Attractive Packing

Manufactured by

E. H. NEIMAN'S

5 FOR 10¢

E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory,

M. E. PLYMIRE, Proprietor,

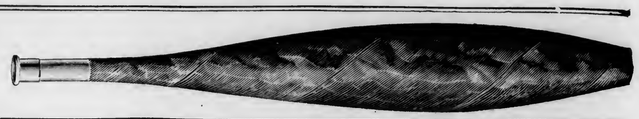
Wholesale Manufacturer of *Loganville, Pa.*

Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents

Correspondence with Wholesale and Jobbing Trade only invited.

Quillo, 10c; Peekolo, 5c

PATENT APPLIED FOR.
JOS. KRAUS, Manufacturer,
535, 537, 539 E. 75th St., NEW YORK



Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

Not the ONLY Cigar, But BEST
that SKILLED WORKMANSHIP and GOOD Quality Tobaccos will produce.
Wyoming Elk 10c. Cigar
Penn Cigar Company,
723 Chestnut St. Reading, Pa.

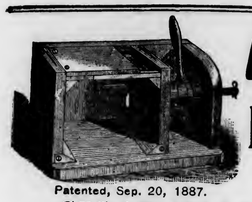
Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

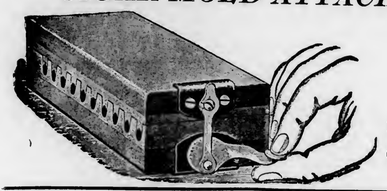
F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121--123 W. Front Street,
CINCINNATI, OHIO.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher
Hopkinsville, Ky.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

cigar store is reported to have been knocked out of the box while pitching a game of ball during the week between the Pingpongists and Poolists, an aggregation of players selected from patrons of the store. Nevertheless while the Pingpongists, with Mr. Kohler, were defeated it required fifteen innings to decide the good qualtities of the Poolists

Noah Gillen, of Gillen & Ganat, left on Monday for a business trip to New York and Connecticut.

An unusual caller on the trade this week was G M. Wood, of Armstrong & Wood, Elmira, N.Y.

A Ruin That Hasn't Come.

Hurriedly we inform the valued Day of New London that it copious weeping over the alleged ruin of the tobacco crop is superfluous. Our contemporary should dam its tears as well as damn the weather. "The tobacco crop," says the Day, "is reported as actually ruined by the hail which tore the leaves into shreds and perforated them to such a degree that the crop is not worth cultivating."

Misinformed is our contemporary. The relatively small areas of tobacco that are located within Tuesday's hail zone were considerably injured, but the supposition of our contemporary that the Connecticut tobacco crop has gone to wholesale ruin has no basis. The tobacco crop as a whole in the Connecticut valley is still in good condition. If the weather conditions during the rest of the season are favorable the yield will be large. Inevitably a liberal output of sunshine and warm weather is needed in order to bring the output of tobacco up to proper proportions, but we beg our contemporary to dismiss any notion that the pesky hail storm of the other afternoon has put the tobacco situation in the ruin column.—Hartford, Conn., Post.

—C. A Reese is starting a cigar store at Coeur d' Alene, Idaho.

Imports and of Cigars Leaf Tobacco
FROM HAVANA
Per steamers Monterey, and Morro Castle

CIGARS	cases
Park & Tilford, New York	50
Acker, Merrall & Condit, New York	43
G. S. Nicholas, New York	42
B Wasserman Co., New York	20
Waldorf-Astoria Segar Co., New York	16
Estabrook & Eaton, Boston	16
Duncan & Moorhead, Philadelphia	10
George K. McGaw & Co , Baltimore	10
Grommes & Ulrich, Chicago	9
American Cigar Co., New York	6
Best & Russell Co., Chicago	6
Upmann & Wilcox, Chicago	6
Sig Sichel Co., Portland, Ore.	6
Hyneman Bros., Boston.	5
Marten & Co., New York	5
H. Harris Co., San Francisco	5
The Weideman Co., Cleveland	4
G. W. Faber, New York	3
J. Baron, San Francisco	3
M. A. Gunst & Co., San Francisco	3
M. Blaskower & Co., San Francisco	2
S. S. Pierce Co., Boston	2
D. Frank & Co., Boston	2
Faxon, Williams & Faxon, Buffalo	2
C. B Perkins & Co., Boston	1
Havana Commercial Co , New York	1
Hughes & Co., New York	1
A. Moeller, New York	1
O. B. Stillman, New York	1
Lilienfeld Bros & Co , Chicago	1
F. R. Rice Mercantile Co , St. Louis	1
Total	283
Previously imported	4,969
Imported since Jan. 1, 1902,	5,252

LEAF TOBACCO	bales
J. Bernheim & Son, New York	321
American Cigar Co., Chicago	300
J. Vetterlein & Co., Philadelphia	284
Haas Bros., Cincinnati	175
Wm. Glaccum's Sons Co., New York	151
Newgass & Greenhut, New York	100
L. Kuttnauer & Sons, Detroit	100
L. Friedman & Co , New York	95
Garcia, Vega & Carcaba, New York	87
Loeb-Nunez Havana Co , Philadelphia	82
F. D. Grave, New Haven, Ct.	78
Fritz Bros., Cincinnati	73
Hinsdale Smith & Co., New York	71
S. Rossin & Sons, New York	63
Sartorius & Co , New York	54
Waitt & Bond, Boston	39
H. B. Franklin Co., Chicago	25
A. S. Valentine & Son, Philadelphia	25
J. F. Portuondo Cig. Mfg. Co., Phila.	10
L. Blumensteil & Co., New York	10
A. Hussey & Co , St Louis	10
Yocum Bros., Reading, Pa.,	9
L. Wertheim, New York	9
O. Malchow & Co , New York	6
Lichtenstein Bros , New York	5
Jaime Serebella, New York	4
Simon Batt & Co, New York	3
Sutter Bros , Chicago	3
Total	2,193
Previously reported	66,803
Imported since Jan. 1, 1902,	68,996

—C Royda has discontinued his cigar business at Victoria, B. C.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, $5,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples. East Petersburg, Pa.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

NEWS NOTES.

—F. Sholes has succeeded Chas. Roff, cigar dealer, at Spokane, Wash.

—James Ambrose has succeeded C. W. Jones, cigar dealer at Portland, Ore.

—Harry Nye, has purchased the Otto Stoner, cigar factory at Warsaw, Ind.

—The Wells-Whitehead Tobacco Co., of Wilson, N. C., has declared a dividend of 4 per cent.

—Tom Dermody has opened a new cigar factory on North Mitchell street, Cadillac, Mich.

—A new cigar and tobacco store has been opened by Rowley Bros., at 411 Fifth street, Sioux City.

—Wm. Suberkrup has commenced business in a new cigar factory at Weeping Water, Neb.

—Fred Fauth has succeeded Fauth Bros., cigar manufacturers at Aurora, Ill., purchasing the interest of G. A. & Wm. Fauth.

—Peter Mohr, at Belleville, Ill., has just taken possession of a building occupied by his predecessor in 1863, at the Southeast corner of Public Square.

—The cigarmaker's strike which had been threatening the cigar manufacturers of Aurora, Ill., for several weeks has been safely averted, and is now satisfactorily settled.

—The Wholesale Tobacconists Company, of New York, has been formed, with a capital of $20,000. The Directors are Joseph Levenson, Max Newman and Meyer Bloom, all of New York.

—The Waterloo Cigar Co., of Waterloo, Ind., is experimenting in raising tobacco this season, and have a large part of a town lot in plants. They predict with proper treatment the effort will be a success.

—The cigar factory of Fitzgerald & Cameron, of Chicago, Ill., formerly located at 2-4-6 Clark street, has been moved out to Rockefeller, Ill., on account of the strike of the workmen for the union bill of prices. The men went on strike about three months ago, and completely tied the factory up. They will follow it to its new location, and keep up the fight.

—Local cigarmakers of Chicago, Ill., are to inaugurate an aggressive campaign against the Carl Upmann cigar. Some years ago they say, Upmann was a union manufacturer, but locked his employes out and hired girls to operate the machines. The cigarmakers say that his business has dwindled from 200 men formerly employed to about thirty-five at the present time. The fight against the cigar here is to be made on the request of the New York cigarmakers, where the factory is located, as they claim that Chicago is the best market the cigar now has.

Not in the Stogie Combine.

LANCASTER, PA., July 26, 1902
Editor Tobacco World, Phila.:

Dear Sir: Dispatches sent broadcast over the country, announce we are members of the so-called Stogie Trust, under name of U. S. Cigar Co.

This we wish to deny. We remain independent, and will manage and conduct our business as heretofore.

Please make above denial, and oblige, Yours truly,
JOHN SLATER & Co.

LANCASTER'S REPORT.

Lancaster, Pa., July 29, 1902.

Only a moderate and routine business is reported this week by our local dealers. No large transaction has been reported.

The weather conditions this week have been most favorable to the growing crop.

B. F. Good recently returned from the west and reports a very fair business done while away. He has made quite a few shipments lately.

John Slater & Co. deny that they are in any way connected with the new stogy combination, known as the U. S. Cigar Co.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Trade in Reading.

Reading may secure another large cigar factory. Several out of town firms sent representatives here during the past week to look for suitable locations. The excellent facilities here are an attraction to manufacturers looking for sites for new plants. Morris K. Langsdorf, of the firm of Jacob Langsdorf's Sons, Philadelphia, spent several days here. They decided some time ago to equip another factory, and believe that Reading has as many advantages as other cities Several available buildings were inspected, and the likelihood is a branch will be established here before long. He wants to operate a factory employing from 100 to 150 hands, if that number of cigarmakers can be secured. While here he met a number of local manufacturers, and he was favorably impressed with Reading and its surroundings.

During the past several weeks Sam Hantsch, the well known stogy manufacturer here, has been approached by several parties to enter the trust, but he refused, preferring to be out of it. He is very busy, and says his output for the year was the largest since he engaged in the business. He sells a large block of his product in western Pennsylvania and West Virginia.

The following advertisement appeared in a daily paper here a short time ago:

"Cigarmakers wanted on paper work, steady employment; must be cornet or clarionet, players; with instruments preferred. Address Jas Custer, secretary of the Keystone Band, Boyertown, Pa."

It is not unusual to see an "ad" of this kind from different sections of the county. From the above one would surmise that in order to get a position as cigarmaker one must be a musician as well.

John S Levan filed a bond with Collector Fred W. Cranston, for a new cigar factory, which he will open at 233 North 10th street.

Very few Porte Rico cigars are disposed of here nowadays For a time they sold well, but the taste was only a fad, and dealers have allowed their stock to become exhausted. Some are not as good as a cheap "twofer," and have a strange and unpleasant taste.

In front of the cigar store of J. S Blome, 227 North 9th street, are displayed a fine lot of tobacco plants which he raised in boxes in his yard. Several of the stalks are quite large, and they make an attractive advertisement for the cigar store.

Reading cigar manufacturers report a great scarcity of female labor So many industries have been opened here this year that great difficulty has been experienced in securing the help needed. The increased demand for female labor has caused a slight advance in the wages paid It was necessary to do this to hold the hands.

John A Hain & Co., J. L & M F. Greene, and John U. Fehr, leaf tobacco dealers here, all report trade brisk, with a better demand for tobacco than for some months previously. This is due to the increased output of cigars in this district. Last week forty tobacco salesmen were in Reading canvassing the trade.

Collector of Internal Revenue Cranston has issued certificates of registration to all the tobacco dealers and cigar manufacturers in Berks county for the ensuing year. Under a Federal statute every dealer in leaf tobacco, manufacturer of tobacco, or cigars, and peddler of tobacco is required to register his name, style, place of residence, trade or business, and the place where the business is to be carried on. A certificate of registry is then issued to the dealer, and it must at all times be conspicuously displayed in the place of business. Registration must be made before the first day of July each year, and new firms are required to register before commencing business.

Otto Eisenlohr, cigar manufacturer of Philadelphia, was at Boyertown in the interest of his new factory. He employs 100 hands.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

For the past week we haven't heard of an attempt to buy a pound of tobacco. Some examinations of tobacco held for the sweat do not disclose any damage as yet It is possible that some parties unused to the sweating of the leaf may have packed it in too high case, and some damage may result. Where there is any suspicion of such packing, it is well to pry out one or more boards from each head of the case, so as to afford better ventilation, as the moisture thrown off by the sweating process must find its way out at the butts of the hands, and if escape is prevented, damage will occur. Then, after the season of danger is passed replace them. One can easily acquire the requisite knowledge. If the butts are slippery, you must attend to it at once. No harm comes from their removal if kept off two months. If damage by rot does occur, I have found it

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

SCENT BRANDS Light Work Henry O. Calabria Cassandra Indian Pride
J. M. McGUIGAN
MANUFACTURER OF AND WHOLESALE DEALER IN
ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

STAR OF TRADE CIGAR
Quality Commends THE
Star of Trade
CIGARS
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

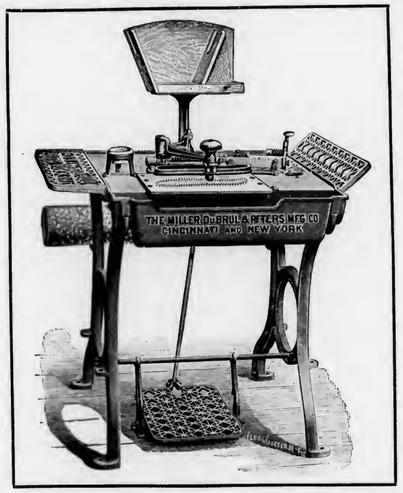
S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington main office, Dayton, O.; Janesville, Wis.

THIS MEANS YOU

You undoubtedly consider yourself a progressive and enterprising cigar manufacturer and as such we direct this advertisement directly at your head.

We have been telling you considerable about the DuBrul Dieless Suction Table.

We have heard from a great many cigar manufacturers and are placing these tables at a gratifying rate. If we haven't heard from you —If you haven't taken the pains to find out all about this new table, doesn't it strike you that it is about time you did?



We offer this table to you solely on its merits—what it can do and is doing, not what we or anybody else says.

This table wherever installed proves absolutely that it results in a better product, turned out in less time and at less cost.

Now, here are some of the most important things in the cigar making industry — quality — economy — speed.

The DuBrul Dieless Suction Table, therefore, becomes one of the prime requisites of a progressive business.

It needs no argument to show that a sharp circular knife can cut a better wrapper than a die, which is more or less dull, no matter how careful you are.

It needs no argument to show that an operator can roll upon an open space a better cigar than could be done hampered by dies and rollers and confused with different operations of the feet, to say nothing of a complicated mechanism to care for.

It needs no argument to show that the elimination of dies, rollers and all other accompanying makeshift mechanical parts is a step toward simplification which must mean economy of both time and expense.

In no other way in the world can you get so perfect a wrapper, get so many wrappers out of the stock or get so well made a cigar as by the use of this table.

Now, if these things are true, it must be equally true that you ought to have the DuBrul Dieless Suction Table and have it at once.

We stand ready to prove to you that they are true.

All we ask is for an opportunity to do this, and it seems to us that we ought to have it.

It won't cost you much of anything to write us a letter asking all the questions you want to and leaving it with us to prove our case to you.

Don't you think you had better do that today?

If we can't do any better by you, we also stand ready to sell you the recognized best Die table in the business.

Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

12

always to commence at or near the butts, where it is very difficult for the surplus moisture to escape. It hardly seems possible that we have had warm weather enough to induce very much of a fermentation yet.

Our own examination of the growing crop accords with those expressed by our correspondents, that the stand is an excellent one, but for the lack of warm weather the plants make a slow growth. Reports as follows:

Northfield: "The tobacco crop in this town is doing well, but a little later than usual. Cutworms have not been very troublesome. We have had considerable rain and it may have kept it back a little."

East Hartford. "Tobacco that was set early was topped last week and early this week. Topping commenced July 10. I think the crop is showing up pretty well for this cool and wet season."

Feeding Hills: "A severe electrical storm, with hail, on the afternoon of Tuesday, July 15, and did much damage in certain sections to the growing crop of tobacco. Late set will probably recover, but some of the earlier pieces are practically ruined, including the greater part of the Hinsdale Smith farm that is not under cover. Other sufferers are: Messrs. Huntley, Taylor Bros., Granger and Burns."

Conway: "The storm and wind of the 15th, did some damage to early pieces of tobacco. The rain of the last two days is helping the crops on dry land. Nearly all the growers will have to top some this week."

North Hatfield: "The rain of the last two days was very welcome, as the ground was getting quite dry. Topping of tobacco is being done; the crop is looking well.—Amer. Cultivator.

BALDWINSVILLE, N. Y.

Albert Cahn, representing Elias Bach & Son of New York, is registered at the Seneca House and has been riding with E. Z. Frazee. He is looking for 1901 tobacco of good quality and is reported to have purchased several crops at private terms. There have been no shipments made from the local warehouses. In most cases the new crop is looking well, the fine weather of the past few days improving the appearance of the growing plants to quite a large extent.—Gazette.

EDGERTON, WIS.

The week has been one of heavy storms and excessive rainfalls and throughout the growing sections farmers of this state have found but little time to devote to the tobacco fields, either for cultivation or topping which is now well started. Hail also fell in limited areas, but the damage resulting is meager compared to the injury by the heavy winds that accompanied the storm in some localities. While the fields are making a rapid growth, the condition of the growing crop is not as favorable as it would be under the influence of more sun and drier weather.

There is absolutely no news about the warehouses to be gleaned concerning transactions in cured leaf. A fraction of last season's crop still remains in first hands but no disposition to lift it can be detected at present.

The market is equally dull in old leaf among local packers. The sale of a car lot by L. B. Carle & Son is the only transaction coming to notice.

Shipments, 300cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

There was a better feeling and stronger market this week with small offerings on the breaks, only 109 hhds. Holders are not disposed to offer their good and fine tobaccos at the low prices ruling. The condition of growing crop is estimated at one-third to three-quarters of average. Weather continues dry and cool for week, not favorable to growth. Private sales on the quiet continue liberal. Factories are about all closed and receipts light shows crop has been well received.

Lugs-Com. 4¼ to 4¾c; Med., 4¾ to 5¼c Good, 5¼ to 5¾c Fine, 5¾ to 6¼c.

Leaf—Com., 5¾ to 7c; Medium, 7 to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

Spinners, 7 to 10c; cigar wrappers, 7½ to 10c; Plug wrappers, 9 to 12½c.

Receipts for the week, 100 hhds; year, 11,290. Sales for the week, 92; private, 236; on the breaks, 328; year, 8,134.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 295 hhds; offerings on the breaks, 488 hhds; sales, 410 hhds.

The offerings, as they have been during the season, were mainly of Leaf. The market was active, and prices for all useful qualities stronger, except for the lowest grade of Leaf. Lugs were firm.

The weather remains dry and is again hot, and farmers are needing rain for the crops in the field. The water courses are now near the low water mark.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.25 to 6.25
Common Leaf	6.25 to 7.00
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00
Selections	12.50 to 14.00

—Cigarmakers in Manila are becoming "assimilated." A late report declares that "about 7,000 of them have gone on a strike for higher wages."

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

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Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
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SONDHEIMER & SMITH,
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Telephone call, 432–B.
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Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses. Write for prices.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

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Manufacturers of
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We can save you money and please you at that.
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CIGAR LABELS,
PRIVATE DESIGNS a Specialty ***CIGAR RIBBONS,***
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

Segar Store Suggestions.

Increasing Summer Trade.

Every possible attempt should be made to attract customers during the coming month. July is trying, as a rule, though this year it has been unusually comfortable, but August is generally worsethan July, and may possibly be so this year. In any case, there is more or less difficulty in holding business up to the average.

Numerous causes contribute to the reduction, among which may be included the natural inclination to move about as little as possible when in the city, and the annual and rapidly increasing exodus to the country and the shore. Frequently a dealer's best customers are absent during a larger part of the time from the middle of June to the middle of September. And it doesn't take very many absentees to reduce profits appreciably.

Recognizing this fact, disagreeable though it may be, it becomes necessary to make some attempt to overcome it. Reduction of expenses is scarcely possible. Rents and other fixed charges are the same whether trade is good or bad, and other necessary expenditures will not vary much from the average. Consequently it is scarcely possible to improve the situation much at that end. Increased trade is really the only solution of the troublesome summer problem, and every dealer appreciates the fact that much increase in the dullest time of the year is not the easiest thing ever undertaken.

But even though there are apparently insurmountable difficulties in the way, that is no reason why the attempt should not be made. It is certain to bring some additional trade, and every increase, however slight, is worth trying for. There is always the probability, too, that a new customer secured in July and August will be permanent, and after all that is the important thing—to make as many permanent customers as possible. Possibly they may not be large ones, but a number of small purchasers run the total sales up to the same figure that one large one reaches, and there is always the knowledge that each one of the small buyers has friends, and that the aggregate of these friends may lead to still further enlargement in the list of customers. It is well worth while, then, to increase the number of buyers all you can, even though the quantity purchased by individuals may be relatively small.

The best thing to be done under such unfavorable circumstances, is to improve the attractiveness of your store. Anything, or any place, that looks cool is particularly inviting at this time of year, and speaking in a general way, that retail establishment which seeks to convey the impression of coolness as emphatically as possible will be the one to secure the bulk of the summer business.

Accepting this as a preposition worth considering and following, it will be seen that the way is comparatively easy. Turn your store into a reminder of country scenes and introduce such means of cooling the atmosphere as you can. The expense need not be large, since you can do practically all the work yourself, but the improvement and attractiveness will be marked, and that will mean increased sales. If you do no more than pay your additional expenses, charge it to advertising account, and consider the money well spent.

Probably no detailed directions for transforming your store into an attractive place are necessary. The main thing is to make it look and feel cool and inviting. This necessitates a current of air, and the little electric fans, which are so cheap now, can be introduced to keep the air in motion. If several of them are placed in different parts of the room the cross currents thus created will keep the air in constant agitation. with a very pleasing result.

Your windows should be decorated to emphasize the same idea. and changed often. It doesn't matter particularly how you do it. Plants, flowers, hunting trophies, and other things of that character are all useful in this direction, and should be utilized to the fullest extent. One thing will suggest another, and any retailer will think of scores of ways as soon as he has begun which will increase his trade by attracting additional purchasers.

These suggestions are offered merely as an outline of what can be done, and are in no sense explicit directions.

LATE REVENUE DECISIONS

Special Tax Liability.

Replying to a letter from the collector who stated that a manufacturer of cigars had commenced business on July 1, 1901, and purchased the entire stock of a cigar manufacturer as his successor, paid a special tax of $12, predicated on the sales of a former manufacturer for the preceding fiscal year, but that he had made and sold more than 200,000 cigars; and the question was whether he should be required to pay the maximum rate of special tax, $24 It was advised that the manufacturer would be required to pay a special tax predicated on his personal sales during the fiscal year ended June 30, 1902,

A Whole Building on Broadway

less the ground floor (5 floors, just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

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The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
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WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
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LARGEST Lithographers, CHEAPEST
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For Wholesale and the Jobbing Trade
Special Brands made to Order.
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Sumatra Wrapped and Long Filler Goods a Specialty.

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ALBERT FRIES HAROLD H. FRIES
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The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
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ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
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Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best

and having sold more than 200,000 cigars he had incurred liability to tax at $24. Therefore. the special tax stamp for $12 first issued should be returned for redemption at its face value and the manufacturer required to pay the larger rate for the entire year.

Tax on Cigarettes.

A manufacturer reported that a dealer had made him a proposition to take the entire output of cigarettes made at his factory at a wholesale price of $2 per thousand, and asked whether he would be privileged to purchase stamps for payment of tax on these cigarettes at the rate of 54 cents per thousand, the wholesale dealer proposing to resell the same to other dealers in job lots of one thousand or more at a price above $2 per thousand. It was advised that if the person who proposes to buy the entire output of the factory of cigarettes of a certain brand is not interested in the factory, and deals in cigars or cigarettes made by other manufacturers, and the manufacturer does not retain any absolute interest in the cigarettes after they are sold, then the manufacturer would be privileged to purchase stamps of the collector for his district to pay the tax on cigarettes at the rate of 54 cents per thousand. It was further advised that the manufacturer must disclose to the collector the special trade mark name or brand under which the cigarettes will be placed on the market, and the collector will determine the rate of tax that should be paid on the cigarettes before he sells the stamps, as required by the Regulations, No 8, Supplement No. 2 page 15.

Cigar Manufacturers' Labels.

A cigar manufacturer who complained that other manufacturers print the name of the customer in connection with the caution notice label, whereas he has not been privileged to print the name of the dealer on the same strip of paper and in connection with the caution notice label unless accompanied by his own name as manufacturer, was advised that where the upper portion of the label is reserved for advertising purposes, and the manufacturer desires that the name of the dealer be printed thereon, his name also as manufacturer shall appear in that connection—otherwise the label would indicate that the dealer had made the cigars. Further, that if other manufacturers were not observing the rule the attention of the office should be called to special cases. It was advised that the name of the dealer could appear on a separate piece of paper, pasted to the box, but not in connection with the required branding of the box.

"Attached" Cigars.

A manufacturer was recently advised that certain rolls of tobacco, samples of which he submitted, would be classed as "two cigars attached," and not as a single cigar. The manufacturer afterwards presented the question whether he could put up 500 such rolls and pay tax on same at the rate of $1 08 per thousand, if the individual cigars did not weigh more than three pounds per thousand. It was advised that the office will not authorize such cigars to be tax-paid at the rate of 54 cents per thousand, each single roll to be classed as two cigars attached, or that 500 cigar rolls shall be tax paid at the rate of $1.08, as though covering tax on 1,000 cigars. It was advised that there is no such rate of tax at $1.08 per thousand imposed on cigars. Cigars are divided into two classes, first, cigars weighing not more than three pounds per thousand must be put up in packages containing 10, 20, 50 or 100 cigars each, tax-paid and stamped at the rate of 54 cents per thousand; second, cigars weighing more than three pounds per thousand must be put up in boxes containing 12, 13, 25, 50, 100, 200, 250 or 500 cigars, each box to be properly tax paid and stamped at the rate of $3 per thousand. The office did not authorize the manufacture of such rolls of tobacco of the description mentioned, and informed the manufacturer that if he proposed to manufacture rolls of tobacco which, when completed, will consist of two cigars attached, the cigars must be detached from each other and properly packed, labeled and stamped.

Manufacturers' Bonds.

A cigar manufacturer who objected to being required to procure an acceptable surety company on his bond, was advised that the office assumed that if a manufacturer offered as surety a person who was responsible, and the security offered was sufficient, the collector would accept the bond, and that no mandatory rule, that all cigar manufacturers should procure some surety or guaranty company as such surety, had been established. It was advised further that the sufficiency of the security offered must be determined by collectors approving the bonds, for the reason that they are responsible on their own bonds if they accept insufficient security on bonds of tobacco or cigar manufacturers, and must use due diligence to ascertain the solvency and responsibility of persons who are offered as surety. The collector in this case advised that while bonds have been accepted in his district, the sureties owning real estate, at the time of acceptance of the bonds, had subsequently sold the same and moved out of the district, therefore that a number of bonds are found to be worthless for

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PLUG & SMOKING TOBACCO & CIGARETTES.
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Our Leading Brands: LANCASTER LONG CUT · LANCASTER CUT PLUG · SHIRK'S 5c, DURHAM · TROTTER SCRAP · For Chewing and Smoking

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.
A LONG FELT WANT SUPPLIED

CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
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ANNOUNCEMENT!
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We regret to inform our numerous friends that we have been enjoined from manufacturing the famous CHICO cigar. Our worthy competitors, Otto Eisenlohr & Bros., claim that our CHICO is an infringement of their CINCO, and have stopped us by injunction.
Chico Cigar Co., Phila.

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"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
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L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
857 N. Second St., Philadelphia.

the reason that they are not liens upon the property, but that he had not insisted on a surety company's bond where the bondsmen offered are personally known to be responsible people, and that he designates no particular surety company in other cases, the only condition being that the company shall be reliable. It was advised that he was justified in the measures taken to secure bonds that would be paid if occasion required.

BUSINESS CHANGES, FIRES, Etc.

California.

Los Angeles—G. B. Henry, cigars; sold out to S. Tetherhoff.

Illinois.

Carrollton—Spaulding, Hdwards & Dodson, cigar manufacturers; dissolved.

Indiana.

Indianapolis — Ignatz Strack, cigar manufacturer; canceled real estate mtge. $1,000.

Kansas.

Topeka — H. H. Parker, wholesale groceries and cigars, real estate mtge. $4,300, chattel mtge. $4,300.

Maine.

Bath—E. B. Crockett, cigars; sold out.
Portage Lake—Walter Boyle, cigars, etc; sold real estate, $350.

Massachusetts.

Boston—Mrs. M. D. Maynard, cigars; succeeded by D. M. Dickinson.—Union Cigar Co-operative Association incorporated, with authorized capital stock of $1,100.
Pittsfield—John F. Van Deusen, wholesale and retail cigars; succeeded by W. K. Henry.
Sharon—Michael Downey, tobacco, etc; real estate mtge. $200.

New Jersey.

Phillipsburg—John S. Bowers, wholesale and retail cigars and tobacco; chattel mtge. $125.

Ohio.

Delaware—Joel Bargdell, cigars, etc.; real estate mtge. $2,000; canceled real estate mtge $1,000.
Perrysburg—August W. Deguer, cigar manufacturer; deed, $100.
Piqua—Dilling Cigar Co., (not inc.) sold out.
Spencerville—Arnold & Wein, cigars; dissolved.
Urbana—Charles Armbruster, cigars; real estate mtge. $2,500.

Pennsylvania.

Erie—Schneider & Sipple, cigar manufacturers, dissolved; H. P. Schneider retires.

Washington.

Harrington—F. M. Lyncy & Co., cigars, etc., dissolved; R. Brenchley continues.

PATENTS RELATING to TOBACCO, Etc.

705,193 Tobacco pipe; Henry L. Austwick, Chicago, Ill.
705,037 Machine for boxing matches; Charles F. Christ, Detroit, Mich.
705,513 Box for cigarettes, matches, or the like; John E. Clark, assignor to N. M. Clark, New York city.
705,300 Machine for sorting tobacco leaves; Elmer A. Rollman, West Manchester, O.

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Auctioneers and Commission Merchants
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Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
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MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application.

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The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

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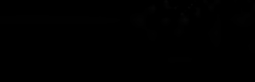

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Manufacturers of High-Grade Nickel SEED and HAVANA

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Our Leading 5c. Brands: "KENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."

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Light Conn. Wrappers and Seconds

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CUBAN STOGIES

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We have endeavored each time to put before you something

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As this Cut Indicates

We Trust Our Efforts Proved Satisfactory.

Our "Motto" in Business---"When You Call Upon Us or Ask for Samples," We Place Before You

Attractive Selections
OF
Imported and Domestic LEAF TOBACCO
AT
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INTENTIONAL SECOND EXPOSURE

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXXII.—"ON A ROOF TOP IN BAGDAD."

By STEPHEN G. RUTH.

I wonder if that wise-looking guy skulking around the rear entrance of the tobacco warehouse over there can be my old friend of the Arabian Nights, Haroun al Raschid, in one of his lightning change disguises. I will analyse him through my field glass: He is tall and supple, so was Haroun; his port is majestic, so was Haroun's; he has a flowing beard, so had Haroun; his tread is catlike, so, it is recorded, if I remember rightly, was Haroun's. But he is alone, and it was not unattended that the dear Sultan of the greatest of story books went about, for in whatever costume Haroun did his prowling, he was always followed—at a respectful distance—by those charged with his personal safety. On closer inspection, my friend down below does not look so very sultanesque, after all. And what on earth is he doing now? By all the afridis, he is rolling a cigarette with some scraps he has picked up in the street! Alas, this skulker is not Haroun, and I can tell no story that Sheherezade might have claimed for her own were she but alive to read it.

This is modern Bagdad, and not the slow old town of cloudland and of mystery. There are mosques in the distance, with rounded tops just like that which caps the library of Columbia University. There are minarets, too, and this afternoon, at the regulation hour, muezzins by the dozen will be calling the faithful to prayer. The roof top upon which I am seated is cool and comfortable, and I don't know when I have enjoyed a cigar more. The blue smoke mounts lazily into the Arabian air, rather too lazily, in fact, for it is somewhat heavier than the smoke of the tobacco which the good people of Bagdad smoke in their chibouques or their cigarettes. I have tried that tobacco. It is locally famous, but I think it's a fraud. It's grown right around Bagdad and cultivated in the Turkish style. It has somewhat the aroma of Dubec, but someway it isn't just right, and I shan't try it a second time. I don't care for cigarettes much, anyhow, and I'm mighty glad my supply of cigars promises to hold out until I get back to London.

Think of an American smoking a cigar on a roof top in Bagdad! Doesn't it sound up to date and yet bookish? The people here are polite and courteous in the punctilious, oriental way, but nevertheless I can see how they marvel at me. When I lighted the first cigar I smoked in Bagdad I felt the strangeness of the proceeding, it was so like defying all the traditions of Arabian history, and at the same time it was giving the cigar industry of far-off America a fine gratuitous advertisement But I got over it comfortably enough. The air is dry, like that of Denver, and scented, at least in my neighborhood, with the perfume of innumerable roses in the gardens below.

I had all my life longed for a smoke in the luxurious Eastern manner. You know what I mean, outstretched on gorgeous gold embroidered cushions, with sherbet and coffee, real Arabian coffee, at my elbow, and with noiseless slaves within call, the blue sky overhead, and soft breezes blowing the smoke wreaths away. That was the picture in my mind, and it was realized. The couch upon which I reposed was the softest mortal ever pressed; the needlework exquisite to the last gossamer thread; the sherbet as cold as ice; the coffee as delicious and almost as firm as a caramel, and the servants—there are no slaves now in Bagdad—the most unobtrusive and capable I have ever seen.

MR. STEPHEN G. RUTH.

A smoke in daylight was delicious, but at night it was a rapture. No glaring electric lights to bring night-flying moths about one's head, but a cool dusk; no harsh sound of rolley cars in the distance, but an absolute quiet, save for the song of the nightingales in my host's garden, and then, out of sight, in a corner behind heavy silken portieres, the tinkle of a guitar. Oh, it was worth coming to Bagdad to enjoy those experiences.

But the cunning Bagdaddies—I've got to call them that because I don't know any better—got from me more than they gave, for I taught them that while chibouques were good, and cigarettes not to be despised when there wasn't time for a chibouque, the cigar was really the only thing to smoke. If I only had time I really believe I could start a cigar factory in Bagdad and make it pay. There is such an abundance of unemployed labor in Bagdad just going to waste for a chance to learn a new trade. You mustn't think because Bagdad is known to most of us only as a city in a story book that it is a town without a future. It's a real city in a somewhat drowsy oriental world, but there are all manner of possibilities in its immediate future.

We got our knowledge of the cigarette from these oriental people; our patronage is helping to make their tobacco growers and packers rich. Wouldn't it be fair to ourselves to send them our cigars in return?

They are so very oriental in Bagdad, regular Mohammedan Puritans in fact, that they would probably not buy cigars made by infidel hands, but we could get over that difficulty by sending a few Syrians from New York to teach the Bagdaddies to make their own cigars, and that would square everything, I think.

And then fancy how the walls of Bagdad would look if they were to blossom out with cigar posters lithographed in the American style! Talk about fields for cigar enterprise! We know all about languishing oriental girls smoking cigarettes on our posters; at least, we know as much as the artists know who are responsible for those pictures Let us give the people of Bagdad some pictures of cigar-smoking western ladies—I am told there are such—in return. Maybe that wouldn't create a sensation in Bagdad! And it's sensations that those people, in whose blood an age-long languor lingers, would welcome. I know, because they have told me so.

And I feel that the cigar would have a chance in Bagdad. Yes, an ordinary nickel cigar to begin with, because I have seen with my own eyes how hungrily they looked at me while I was smoking mine, which by the way, wasn't a five center, but a good old 7-20-4, upon their hospitable roof top.

Next Week.—Chapter XXXIII: "The Tobacco Sampler's Treasure Trove," by Frazier M. Dolbeer, of F. C. Linde, Hamilton & Co.

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THE TOBACCO WORLD

Established 1881.

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AUGUST 6, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

"Gentlemen, we have great problems. We can only solve them by degrees. We can only solve them by doing well each particular bit of work as it comes up for solution. Much of it can be done along the lines of supervision and regulation of the great industrial combinations which have become so marked a feature in our civilization, but if we recklessly try, without proper thought, without proper caution, to do too much, we shall either do nothing or else we shall work a ruin that will be felt most acutely among those of the citizens who are most helpless.

"It is no easy task to deal with the great industrial tendencies. To deal with them in a spirit of presumptuous and rash folly, above all to deal with them in a spirit of envy, and hatred, and malice, would be to invite disaster; a disaster which would be so wide-spread that this country would rock to its foundations. The Mississippi sometimes causes immense damage by flood. You can't dam it and stop the floods, but you can regulate them and control them by levees. You can regulate and control the current, you can eliminate its destructive features, and you can do it only by studying what the current is and what your own powers are."—From President Roosevelt's fourth of July speech at Pittsburg.

XIII.

Youth and Age, both exemplified in the persons of two members of the tobacco trade, were taking an airing the other day on the roof of a Fifth avenue stage. As they passed the Constable building at Eighteenth street, Youth shook its fist at the windows of the American Tobacco Company and exclaimed:

"I'd like to cut the throat of every wolf in that building."

"Are we already at the Zoo, then?" asked Age rubbing its eyes.

"No," answered Youth, testily, "we are nowhere near the Zoo. I mean the fellows in the Tobacco Trust."

"Since you call them wolves," remarked Age, quietly, "I wonder what they'd call you, supposing they knew there was such a microbe on earth? Let me tell you, young man, there are some mighty estimable and worthy gentlemen behind those windows."

"Well," answered Youth, "why don't they show it then? Why don't they give other people a chance to live?"

"I saw no skeletons of their victims as we passed the building," answered Age, "and, since I am on the subject, let me tell you, my young friend, that I don't believe there are any such skeletons anywhere."

"Yes, but there are," answered Youth, hotly. "I have seen some of them. I am a leaf salesman and I travel this country from end to end. My customers have been grumbling ever since Powell, Smith & Co. sold out to the American Cigar Co., and at every new purchase by that corporation they have grumbled more. Each of them says he can see his own finish, and if they are right, then I can see my own finish, too, and that's why I shook my fist at the Constable building as we passed it."

"Humph," sniffed Age, contemptuously, "if shaking your fist at those whom you deem your enemies is the limit of your valor, I don't know but you deserve an early finish. However, the morning is too fine to be wasted in scolding you. Tell me the truth now: Have your customers bought less tobacco of you during the past eighteen months than they were in the habit of buying during the same period in other times?"

"On the contrary," answered Youth, "they have bought more."

"And your own earnings?" asked Age.

"Have been larger than they used to be," answered Youth.

"Then what on earth are you growling about?" asked Age.

"I am not growling at all," answered Youth, sulkily. "I am merely exercising my right as an American citizen to speak my mind on a subject that interests me."

"Let me tell you something that you don't know, perhaps: The American Tobacco Company, the Trust, as you call it, was formed in 1890. For ten years before that there was among manufacturers of smoking and chewing tobaccos, in this country, a working agreement for the maintaining of prices and the crushing of competition that

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was far more like despotism than anything since 1850.

"The parties to this working agreement parcelled out the country among themselves; one man took one section for his own and another took another, and each agreed to respect the other's rights. They didn't violate that agreement either, and they got top prices everywhere for their goods. If any man thought he wasn't getting enough, he simply raised the price. That was all there was to it, and none of his fellow citizens, at least none that I saw, was guilty of the bad manners of shaking his fist at him, as you did a moment ago."

"But," urged Youth, "these are different times, and we are talking about cigars and not smoking and chewing tobacco."

"Well," responded Age, "give your grievance a name."

"I want the trust to get out of the cigar business. That is the plain English of it. I admit they have a perfect right to manufacture and sell cigars, but I allege that they are unfair and unscrupulous competitors."

"If you can prove that," answered Age, "your duty is very plain. Take your proofs to the Secretary of the National Cigar Leaf Tobacco Association, and the Association will do the rest. If you have no proofs or can get none, I suggest that you attend more strictly to the business which you say you still find profitable, and let the people in the Constable building attend to theirs."

Here Age descended to the sidewalk, and went to lunch.

Youth continued its ride up the avenue.

Youth has been in a brown study ever since.

Collector McCoach and His Troubles.

Ever since the acceptance by Mr. Wm. McCoach of the position of Collector of Internal Revenue of the First District of Pennsylvania dissatisfaction has pervaded certain political arenas.

With a view to forcing all Federal officeholders to resign any state, county or city positions they may hold, the Citizens' Municipal Association, through Agent Addis, has petitioned President Roosevelt to force Mr. McCoach to resign the office of Collector of Internal Revenue or his seat in Select Council. The petition, signed by Joel J. Baily, chairman, and T. B. M. Addis, secretary, was handed to the President at Oyster Bay, L. I., by Mr. Addis.

The petition sets forth the objects of the association, and then attacks Mr McCoach. The paper presents the fact that at the time Mr. McCoach was appointed Collector, in February last, he was a member of the Select Council, representing the Thirtieth Ward, and that in addition to holding both offices, Mr. McCoach continues to give much of his time to his private business, he being a contracting plumber, and more time to the promoting of various schemes of municipal legislation in connection with his office as a member of Select Council. The petition then recites:

"We submit that the office of Collector of Internal Revenue is a very important one, and, involving the position of custodian of the Government building, would seem to us to be quite sufficient to occupy the time of the collector, if his duties were fully and properly attended to. And, further, that the holding of two such offices by the same person is incompatible and against the public interest, and is in clear violation of an order issued by President Grant, in 1873.

"At that time Nathaniel B. Boyd held a position in the United States Mint, in Philadelphia, and was also a member of Select Council of the city of Philadelphia. The order of President Grant compelled Mr. Boyd to either resign his position in the United States Mint or his position as Select Councilman. Mr. Boyd chose to resign as a member of Council.

"We are also advised that since the above-mentioned occurrence there have been a number of like cases in different parts of the country to which the provisions of President Grant's order have been effectively applied."

The President was furnished with a copy of the general order issued by President Grant, and with a copy of Mr. Boyd's resignation. Mr. McCoach is the only Federal office holder who at this time would be affected by any action the President might take with regard to dual office holding. He declined to discuss the proposition in advance of some notice from the President concerning the complaint.

Secretary Shaw, to whom President Roosevelt referred the papers, holds the opinion that the Collector should resign one office or the other.

The Secretary referred the case to Internal Revenue Commissioner Yerkes, who has ordered a report by a special revenue agent, and the matter will be taken up as soon as this report is received.

The only precedent under which the Secretary can act, it is said, is the one made by President Grant in the Boyd case.

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NEW YORK.

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

How Indians Smoke.

CARLISLE, PA., July 30, 1902

DEAR MEDICINE MAN:

I have seen some Indian boys at Carlisle smoking cigarettes. They appear to do it just like other boys, but one of them told me, last winter, that he didn t smoke cigarettes because he liked them but because smoking was with him a religious duty. Please tell me what I am to understand from this statement.

HENRY W.

The Answer.

The Indians do not regard tobacco as white men do, nor do they use it in the same way. While there is a social side to their smoking, the principal use of the leaf is ceremonial and religious. It has always been so with them, and even now, when the native preparations are largely replaced by the cheaper and more convenient supply at the traders' stores, the old religious feeling is still there. There is something about tobacco that turns the mind of the smoker into contemplative moods, the savage mind not less than the mind of the poet.

The Indian will buy whatever he needs when he has the money—sugar, coffee, calico or whatnot—but he cannot bring himself to buy tobacco; he cannot profane the "sacred soother" by buying it as he would a horse. Yet a smoke is an indispensable part of every transaction, whether it be a religious ceremony, a declaration of war or the purchase of a yard of calico.

The traders have come to recognize this and in every store there is a little tin basin on the counter (and generally nailed to it) containing tobacco, cigarette papers and matches, which are freely used by all comers. Even the worst "beats" are sensitive to any remark about their use of this free tobacco and any allusion to it will drive them out of the place and keep them away for days.

In its present forms tobacco has far outgrown the early preparations. Originally the leaf was merely dried and crumbled in the hands, and the native tobacco still in use by the Indians is prepared in this simple way to day.

Among the Indian tribes of the northwest, where the tobacco plant is not indigenous, various preparations took its place before the advent of the traders. Among these were the leaves of the sumac, which were dried for use and afterward, when needed were crumbled in the hands. Much more prevalent, however, was the use of the bark of the red osier, known among frontiersmen as killikinick or kinnikinik, which name is said to have been derived from the language of the Dakota. This material is the thin semi transparent bark or inner skin of the young shoots, which are available so long as they retain their red outer skin.

In social or ceremonial smoking the pipe is never actually put into the mouth, but is pressed between the lips and the mouthpiece remains dry. In taking the smoke the lips are slightly parted at the corners of the mouth and the air which is sucked in mixes with the smoke and is drawn into the lungs. To be perfectly au fait this must be done with considerable noise; according to Indian etiquette such noise is necessary in order to indicate satisfaction.

In ceremonial smoking the pipe or cigarette may be handed to the right hand neighbor to light, but in smoking it must always pass to the left, from hand to hand.

This is the true ceremonial direction, "the path of the sun." During a ceremonial smoke silence is maintained, and if any conversation becomes necessary it is conducted in a whisper. At intervals puffs of smoke are directed toward the six cardinal points of the Indian system, which are the same as the white man's, but include, in addition, the zenith, the abode of the wind gods, and the nadir, the home of the dead.

Among the southwestern tribes the pipe is seldom seen; smoking is universal, but tobacco is used in the form of cigarettes consisting of a few grains rolled in a piece of corn husk. In former times every Indian carried some of the latter in his pouch, and when he met a white traveler his first inquiry was always for tobacco. Plug was preferred, and chipping off a few grains with his thumb nail, he wrapped them in the corn-husk; they never rolled a cigarette but always wrapped it. He would light one end of it in the fire or with a match and proceed to enjoy it. Such cigarettes are hardly as thick as a match, but judging by appearance and noise, they yielded the smoker an immense amount of satisfaction and pleasure.

To the Indian, smoking is a sacred rite, as well as a social indulgence. It is associated with practically all their religious observances, and something of the sacred character of the practice has been transferred to the material itself, for tobacco is often used as an offering to the dead, or sprinkled on rocks or in places considered sacred.

It is also sent as a peace offering either to individuals or to other tribes. Sent with other offerings and some proposition or question, it is equivalent to a request for an answer, an Indian R. S. V. P. When a long journey or some serious undertaking is in hand there is always much deliberation and frequent recourse to the pipe or cigarette, accompanied, sometimes, by retirement and prolonged fasting.

***

Elwood S. is advised that his inquiry has been answered through the mail.

THE MEDICINE MAN.

Where Tobacco is Dohany

One of the Finest Thoroughfares in Buda-Pesth is Tobacco Street.

Buda-Pesth, July 19, 1902

Dear Quakers and Knickerbockers:

To day I attended service in the famous Temple in the Tabak-Gasse, said to be the finest synagogue in Europe. The sermon, by, I think, Dr. Kaiserling, or was it Dr. Cohn, was in Hungarian, of which language, unfortunately, I understand but one word. Nevertheless, I could not help being impressed by the very evident earnestness of the preacher and by the highly sonorous Hungarian in which he spoke. I am sure it was a very fine sermon, and I hope it did those who understood it much good.

The one native Magyar word whose meaning I have grasped is dohany, (tobacco), pronounced dohyne. I think the Hungarian is one of the very few languages in which the root of the word tobacco disappears, for dohany is almost as unlike the original as is dowack, as our friends of German descent in Lancaster county call the weed.

The Hungarians are a chesty lot, but a better natured people does not inhabit the earth, and as for Hungarian ladies, they are literally peaches. They have the plumpest figures, and yet are the most graceful of dancers. Their complexion, olive with the roses showing through gives evidence that their appetites and digestions are in perfect order. Their eyes sparkle and yet are dreamy, and that's a combination as rare as it is fascinating. They have the whitest of teeth, of which you get innumerable glimpses through their ever-smiling lips.

I think more Hungarian women of good social standing are addicted to the cigarette smoking habit than is the case in any other country, save only Russia. I have been here but a few days, yet in every public resort that I have visited I have seen women of evident respectability smoking cigarettes. They are not as languid about it as the Russian ladies are, yet they are very dainty and choice in their manner of handling the paper-wrapped tobacco pastille. The wealthy among them smoke cigarettes imported from Cairo, or from Bosnia-Herzegovina, and the poorer ones content themselves with those made of their native dohany. The Hungarian men are also unanimously addicted to the cigarette, although when they get down to "business" and seem to themselves to require a long smoke, they take to Virginias, like the Viennese. I am not sure that the Hungarians quite thoroughly understand the uses of tobacco, for I have seen them smoking cigarettes after a very hearty meal washed down with tokay, and I am very sure that under like conditions an American, or an Englishman, or even a German, would demand a full-bodied clear Havana cigar.

Yesterday I visited the factory of the Hungarian tobacco regie. This is not located, as would be the case were everything in Buda-Pesth conducted on logical lines, on Tobacco street, but in another thoroughfare whose Hungarian name I find it impossible to spell. The building is well enough, and the people who work there appear to be contented. I had hoped to find them, or at least some of them, attired in the gorgeous costumes once national in Hungary, but, alas, they wore just about the same kind of clothes that workers in tobacco factories in the United States wear.

Hungary grows a great deal of tobacco, and sells whatever is left over, after the needs of its regie factories are supplied, to independent dealers in Buda-Pesth and elsewhere, and these export it to Germany and other countries which buy the cheaper grades of leaf.

BENJAMIN FRANKLIN VANASTOR

New England Needs Sunshine.

A new York leaf packer, who returned on July 23 from a trip through the Connecticut Valley, said upon his return that the standing crop of tobacco throughout New England appears to be greatly in need of about ten solid days of sunshine.

"At this time last year," he said, "the tobacco throughout New England was at least six feet high and growing finely. This year the crop has had entirely too much rain and too little sun. The result is that most of it (and it should all be at least six feet high by this time) is only about two and a half feet high. Unless Old Sol comes along and gives this tobacco a thorough warming up for at least ten days steady, there is danger that the farmers will this year succeed in raising only one-third of a crop."

"How about the tobacco now being grown under shade in New England?" he was asked.

"All the shade grown tobacco that I saw," he answered, "is in the same dwindling condition that the leaf which is being grown in the open is. At least that is true of all the shade grown tobacco which I saw. I didn't go to Tariffville, and I understand that the shade-grown tobacco there is in a healthier condition than shade-grown leaf elsewhere in Connecticut is."

The Price Cutter Cut.

This incident happened recently in a city not more than a day's journey by stage coach from Philadelphia:—A bright-looking man walked into a cut-rate cigar store and laying down a nickel demanded two perfectos of a certain widely advertised brand.

"Those cigars," answered the salesman, firmly, "are worth 3 for fifty cents."

"Oh, no they ain't," answered the man with the nickel. "They are worth just what I offered you for them," and he turned on his heel and walked out.

Anargyros Moves.

A fact which shows how mightily the demand for Turkish cigarettes has grown of late years, and is still growing, is this:

On August 1, S. Anargyros, the Turkish cigarette branch of the American Tobacco Company, was removed from the old Kinney factory on West Twenty-second street, New York, to the big factory at 71st street and Avenue A, until recently occupied by Seidenberg & Co. for cigar manufacturing purposes. The Seidenberg factory has long been famous as one of the largest cigar factories under one roof in the world. Its brands of cigars will hereafter be manufactured in other factories of the American Cigar Company, of which it is a part. Henceforth the entire great building at Seventy-first street and Avenue A will be utilized by the S. Anargyros corporation for manufacturing Egyptian Deities, Egyptian Emblems, Moguls, Turkish Trophies, Tolstoi, Volga and its other brands of Turkish cigarettes.

Quillo and Peekolo Successes.

Joseph Krans, of 535-537-539 East Seventy-fifth street, New York, inventor, patentee and manufacturer of the unique Quillo and Peekolo brands of cigars, is one of the busiest men in the United States. Both the Quillo and Peekolo brands are successes of the first water, and their vogue is extending to all parts of the country.

COLSON C. HAMILTON,
Formerly of F. C. Linde, Hamilton & Co.

JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

136 Water Street, New York.

Announcement.

OUR NEW "Standard Fireproof" U. S. Bonded Warehouse, at 84—85 South street, (now in course of construction), will be ready for reception of goods on or before September 1.

Low Insurance Rates

Electric Elevators

Perfect Condition of Floors for Retaining Weight

Careful Handling of Goods and Courteous Treatment of Customers by Employes.

First-class in Every Respect for Convenience and Satisfaction of the Trade.

You are cordially invited to call and inspect the premises about August 20.

We are ready to give your order immediate attention for sampling of New or Old Cigar Leaf Tobacco by Experienced and Reliable Inspectors, guaranteeing satisfaction in manner of sampling, and giving you a neat and compact sample, fastened by the new patent Sample-Binding Machine, with white binder made expressly for the purpose. This has proven a wonderful improvement over the old method of tying with twine and tape; or if preferred, can tie samples old style.

—:o:—

Inspection Branches:

THOS. B. EARLE, Edgerton, Wis.
FRANK V. MILLER,
206 N. Queen St., Lancaster, Pa.
DANIEL M. HEETER, Dayton, O.
JOHN H. HAX, Baldwinsville, N.Y.
LEONARD GROTTO,
Hartford & Warehouse Point, Ct.
JAMES L. DAY, Hatfield, Mass.
JEROME S. BILLINGTON,
Corning, N. Y.

FREE STORES:
209 E. 26th St. and 204-208 E. 27th St.
Telephone: 13 Madison Square.

U. S. BONDED WAREHOUSE,
84--85 South Street.

FREE STORES:
138--138½ Water Street.
Telephone: 2191 John.

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F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Angeles 10, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Sreet 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

JOSE MENENDEZ,
Almacenista de Tabaco en Rama
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Vegas Proprias Cosechado por el
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Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. Factory, Tampa, Fla.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

Budget of Fresh News from Cuba.

The market for the week ending July 26 has shown considerable more animation and strength, and the total sales foot up a trifle over 8,500 bales, of which 5,900 represent new Vuelta Abajo and Partido factory vegas, about 2,100 bales old Remedios, chiefly lower grades, for export to Spain, and 500 bales old Vuelta Abajo fillers and colas. Notwithstanding that it was reported months ago that the supply of old Vueltas had been exhausted, it seems some odds and ends have been stored away and have turned up during the past few weeks, although now there cannot be any stock left to speak of, excepting some large holdings of two parties who ask very high prices and will not break up the same, but will only sell the whole together. As this is two years' old tobacco, it seems strange that it should not have been sold previously, unless there might possibly be a reason for it other than the high price asked.

New Crop.

Pinar del Rio advices have it that Rabell, Costa & Co. have purchased 200 bales from Muniz & Co. at prices not known. Don Gustavo Solomon, established in Havana under the firm name of G. Solomon y Hnos., has bought through Don Jose Balestena the tobacco grown by Don Tomas Gener Diaz and Don Jose Redondo and their help (partidarios) in Punta de Palma. Sobrinos de Antero Gonzalez purchased through Don Victor Pozo the crop of Don Manuel Diaz Duenas in Punta de Palma.

At San Cristobal prices paid for tobacco in bundles, with stems included, are said to have been from $10 to $14 per qtl. There is only one packing in this place.

Palacios.—There are seven escojidas in this place, and owing to a scarcity in hands help has been secured from San Cristobal. Seedbeds are being prepared in the whole region of the Semi Vuelta as well as the Vuelta Abajo.

Consolacion del Sur.—There is considerable life in this city, and packers allege that the tobacco grown around its jurisdiction has not shown the many defects from which other localities in the Vuelta Abajo have suffered.

San Antonio de los Banos.—The important firm of Jorge, P. Castaneda & Co. has two large packings in this town, employing upwards of 600 hands, one third of whom are women. Up to now they average about 40 bales a day, and judging by the amount of their own crops grown, besides their purchases made so far, it looks certain that they will make as large a packing as last year, and thus give employment to numerous families up to October, at least. This house has acted as a benefactor in the reconstruction of the country, notwithstanding the many difficulties of the present year and the rather black outlook for the future. They deserve success on account of their hard and assiduous work, as well as for being thorough connoisseurs of leaf.

Remedios.—No particular news has been published from this section; several houses from Havana are making small packings, but the bulk of the crop will very likely be made into bales by the farmers themselves.

Departures.

Don Donato Arguelles, of the firm of Arguelles y Busto, left for a few months trip on the steamer Cataluna for Spain, and Don Edmundo Will left for the United States, via Tampa, to see his business friends in the interest of the firm of Federico Bauriedel & Co.

Cigar Factories.

H. Upmann & Co., have purchased 900 bales of the best and choicest Vuelta Abajo factory tobacco grown this year, prices paid being of a secondary nature, as long as the tobacco filled the bill in being just what they wanted.

Henry Clay and Bock & Co. Ltd. have been receiving large amounts of the highly prized Remates tobacco from their own farms, and this class of tobacco will most probably, owing to having been grown upon artificially irrigated lands, show up extra well in color, leaf and aroma. As, generally speaking, this year's Vuelta Abajo crop is more or less defective, on account of the prolonged drouth experienced last fall and winter, and as farmers were either too poor or had no means to get water in quantities to irrigate their farms when water was most needed, it is no wonder that there are so many complaints heard from this district.

The Partido region, on the other hand, has produced an excellent crop, because nearly all the farmers had some primitive means at least to help nature and supply moisture to the famishing plants. Don Gustavo Bock, ever alert to foster the agricultural element, had provided the means to irrigate the farms belonging to this company, and it is said that he has given orders for a

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(Incorporated)
New York, Chicago,
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138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
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PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
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Growers, Packers and Importers of
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Aguiar 95, Havana, Cuba — Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF LEAF TOBACCO.
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH, ENOS SMITH
NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

large number of donkey engines, to supply water whenever it should be needed for next year's crop.

Incidentally this company is reported to have spent $1,800,000 in 1898 and 1899, after the close of the war, in helping to build up the farming interests in the Vuelta Abajo, and other commercial houses only followed suit when this lavish outlay of money became known. That this policy has borne good fruit is demonstrated by the apparent prosperity of the vegas of this company, and that the farmers have been able to liquidate their debts to a large extent. Leaving charity aside, it has proved a master stroke of wise and careful business management on the part of Don Gustavo Bock.

Suarez & Co —The reported sale of the Flor de J. Suarez Murias factory to the Havana Tobacco Co. is still shrouded in doubt and mystery. Some people claim that they know that it has been sold, and others just as positively affirm that no contract has been signed yet.

Behrens & Co., owners of the well-known Sol factory have finally accomplished the fitting up of their establishment and will start up again on July 28 with a full force to fill the many accumulated orders on hand. It seems Don Carlos Behrens, now in Germany, has sent some large orders to be filled as quickly as possible.

Simon Batt, of New York, proprietor of the "La Verdad" factory, has purchased about 850 bales of the famous shade grown Tumbadero leaf of Don Luis Marx, and was also fortunate enough to find some old Vuelta Abajo fillers and wrappers to meet the pressing and growing demands of this popular factory. It is claimed that this shade grown tobacco is equal in texture and fineness of leaf to Sumatra, while, of course, the aroma is far superior.

Leaf Dealers and Commission Merchants.

Manuel Menendez Parra shipped 1,500 bales of his purchases for the Spanish Government on the steamer Cataluna, and remains in the market for botes of Remedios, prices for which are said to have advanced from $9 to $10 per qtl.

Silveira & Co. purchased 100 bales of old Vuelta Abajo fillers for some of their friends.

Cano y Hno sold 500 bales of new Partidos recently, and made a contract for future delivery of 1,000 bales of the aromatic Artemisa tobacco to a well-known factory.

Antonio Suarez & Co. sold 500 bales of their Partido wrappers to Geo. W. Nichols, of Key West.

Jorge, P. Castaneda & Co. sold 200 bales of their new Partido wrappers to a local factory, and shipped some 150 bales of the old Vueltas and Remedios upon orders to New York.

Sobrinos de Antero Gonzalez disposed of 400 bales of new Vuelta Abajo and some old and new Remedios, but they will be heard from again in next week's report.

Garcia & Co. made some large sales to three different factories in Havana, Tampa and New York, amounting to 1,500 bales of their choice Vuelta Abajo and Partido packings.

Remigio Lopez & Co. sold 200 bales, of which one half were new Partido wrappers to factories in Havana, and the other half old Vueltas.

Walter Himml is in treaty for a large quantity of new Vueltas (lower grades) to a local factory, to be delivered as soon as they may arrive from the country, the offered price being still a trifle below his limits.

Aixala & Co. could only report one hundred bales this week, of new Partidos, as their other arrivals had been previously contracted for. Their Remedios packing is progressing nicely.

Jose Santalla & Co. have shipped some old Vueltas and sample bales of new Vueltas and Partidos to some of their customers north.

Arrivals of Tobacco in Havana.

	Week ending July 26. bales	Since Jan. 1 bales
Vuelta Abajo	8,793	53,667
Semi Vuelta	480	2,489
Partidos	2,215	20,921
Matanzas	—	65
Santa Clara and Remedios	448	64,280
Santiago de Cuba	—	12
Total	11,936	141,434

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Leaf Consolidation.

H. Duys & Co. and the Schoverling-Kinney Co.

John H. Duys, of H. Duys & Co., announced on August 1 that his firm had purchased the interest in the Schoverling-Kinney Co. of Mr. "Dell" Kinney, who, on account of ill-health, is to retire from active business for the present. Mr. Kinney is not to desert the trade immediately, however, but will still be found for some time to come at his old headquarters.

H. Duys & Co. will, of course, continue as large importers of Sumatra tobacco, as the branch of the Amsterdamsche Tabakshandelmaatschappy.

H. Duys & Co. have removed their office from 160 Water street to 170 Water street, the premises hitherto occupied by the Schoverling-Kinney Co.

In their new location H. Duys & Co. will handle Sumatra tobacco as usual, and also the Connecticut leaf packed by the Schoverling-Kinney Co.

Sumatra by the Potsdam.

The steamer Potsdam, arriving at New York from Rotterdam on August 3, had on board the following consignments of Sumatra tobacco:

	Bales.
United Cigar Manufacturers,	74
F. & E. Cranz,	57
S. Rossin & Sons,	39
Leopold Loeb & Co.,	87
A. Blumlein & Co.,	10
Order,	7
	224

C. C. Hamilton & Co's. Blotters.

C. C. Hamilton & Co., tobacco inspectors, warehousemen and weighers, of 136 Water street, New York, are distributing blotting pads to the trade as a reminder that the sampling season has arrived.

Attention is courteously called to the firm's conspicuous advertisement in this number of The Tobacco World. The announcement that C. C. Hamilton & Co's. new "Standard Fireproof" U. S. bonded warehouse, at 84-85 South street, New York, now in course of construction, will be ready for the reception of goods on or before September 1 will interest the entire trade. The warehouse will be ready for inspection about August 20, and the firm will be pleased to see its visiting friends there at that time.

C. W. Shelley & Son Declared Insolvent.

Notices were sent out last Thursday to the creditors of C. W. Shelley & Son, cigar manufacturers, Harrisburg, Pa., stating that that firm has become hopelessly insolvent. An offer of settlement of all accounts at the rate of twenty cents on the dollar, with an additional ten cents one year later, accompanied the notices.

The firm consists of C. W. Shelley and E. Ray Shelley, and has been doing business for a number of years. Its financial condition has not been good for some time past. The liabilities amount to over $11,000, while the assets are placed at less than $3,000.

When the insolvency of the firm was first declared notices were sent to S. Rossin & Son, P. & S. Lowenthal, A. Cohn & Co., and I. J. Schoener & Co., of New York; E. L. Nissley & Co., of Florin; J. H. Styles, of York, and Smith & Keffer, of Harrisburg, stating the difficulties that confronted the firm. These houses represented about $6,200 of the liabilities. A meeting of representatives of all, with the exception of A. Cohn & Co., was held in the office of Milton M. Bemer, attorney for C. W. Shelley & Son, and a conference was held to determine what action should be taken toward settling the accounts, and the above-mentioned plan was decided upon. The twenty per cent. on the claims will be payable in cash within five days after all creditors have accepted the terms, and the firm will give notes payable one year after for the remaining ten per cent.

Fire in a Sellersville Cigar Factory.

The cigar factory of William F. Cressman, Sellersville, Pa., was destroyed by fire last week.

The general belief is that the factory was robbed and then set on fire to prevent detection. Mr. Cressman had a great many cigars on hand, 5,000 of which were stamped and ready for shipment. No trace of the stamped goods can be found, while the unpacked cigars are scattered over the ruins, damaged by smoke and water. Suspicious wagon-wheel tracks were noticed near the scene of the fire and other evidence that the fire was of incendiary origin. Besides the loss of stock, Mr. Cressman also lost several hundred dollars' worth of labels.

He places his loss at $2,700, with an insurance of $1,500 in the Norristown Mutual Fire Insurance Co. The building was insured in the same company for $1,500.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
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NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
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UNITED CIGAR Manufacturers
BRANCHES: Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

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CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

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CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
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Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Thos. R. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

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Country Sampling Promptly Attended To.

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PACKERS AND DEALERS IN **Leaf Tobaccos**

145 North Market Street
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BROTHERHOOD CUT PLUG

Highest Grade

Is now sold by over **600** Retail Dealers. **Strictly Union Made.**

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Office, 248 N. 8th St., Philadelphia.

Pouch Cigars,

"Three Hits"

To Jobbers Only. *Three for Five Cents.*

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UNION BUTTS

Trade-Mark

THE WORLD'S BEST CHEW.

"Good Stuff" CLEAN COARSE Carefully Selected STOCK *SWEET*

UNION MADE

The M. H. TAYLOR TOBACCO CO.

Mfrs. of all kinds of **Natural Leaf and Sweet Tobacco**

READING, PA.

Correspondence invited with Wholesale and Jobbing Trade. Free Samples to Responsible Houses.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

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Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

New York, August 1, 1902.

The Schoverling-Kinney Co.

Begs to announce that, on account of the retirement of Mr. A. T. Kinney, Messrs. H. Duys & Co. will represent it in New York.

H. DUYS & CO.

Have moved to the Schoverling-Kinney Co. offices at

170 Water St., New York,

where they will be pleased to show, in addition to their large line of *Sumatra Tobacco,* samples of the

New Connecticut

Ready about August 20.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

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MUSLIN
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EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
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W. J. BAILEY, Manager. READING, PA.

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CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

SPECIAL SELLERS.

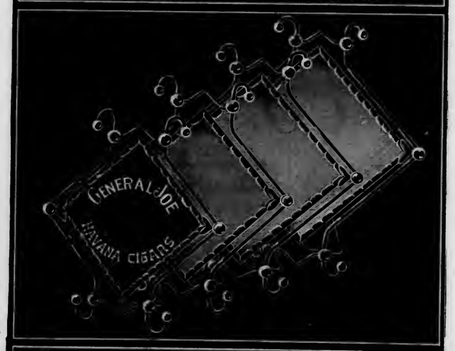
Our GOO-GOO 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock. If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,
LITITZ, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56	STYLE 57	STYLE 58	STYLE 59
MIRROR	5 inch.	7 inch.	8 inch.	9 inch.
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

August Trade in Philadelphia.

Philadelphia tradesmen have experienced real August weather and business during the past week. Dealers in the business sections have been benefited somewhat by the vacation box trade, but others are complaining somewhat of the amount of business done. No special increase or betterment in business can be expected by them now until after September the first. These reports are confirmed by the jobbers who say that the business has hardly been what it should be at this time of the year.

Several of our larger manufacturing establishments, have been kept fairly busy throughout the summer.

The Theobald & Oppenheimer Co. have leased an addition to their present premises, the first floor and basement of 113 North Third street, which was until recently occupied by Freyer & Eisenlohr, leaf tobacco dealers. Possession will be taken forthwith and the additional space is to be utilized for manufacturing purposes.

The new building at Second and Race streets, which is now practically completed, will soon be occupied by Auer, Dempsey & Koch, who are removing from Broad and Race streets. The building is a moderate-sized modern structure, fully equipped with all the latest improvements, and will increase the firm's facilities considerably.

A prominent Girard avenue tobacco dealer visited the shore on Friday last in company with a fel low tradesman. He appeared in great haste to don bathing attire and take a plunge in the balmy surf, when suddenly he discovered that he had broken a finger of the right hand, and instead of taking a salt water bath he repaired to a local surgeon's office. He had the wounded finger properly treated, which caused him considerable pain, and upon his return on Monday last it was noticed that he was still carrying it in splints.

Joseph Guckenheimer, treasurer of Morris D. Neumann & Co., sailed last week for Europe. He will spend a short time in England and several weeks on the Continent.

C. M. Fauth, of Fauth & Ogden, spent a few days in recreation at Sea Isle City last week. The few days have browned him to a berry hue.

Thomas Moloney, of Oblinger Bros. & Co., is summering at Atlantic City with his family, going to and fro to his place of business daily. He reports their summer trade as exceptionally good. Sales on the "Vesper," their leading five cent brand, have kept up well, and are ahead of all previous years.

Doings in the Leaf Trade.

For some time past, L. G Haeussermann, of this city, has been in negotiation with German houses regarding the sale of certain American cigar leaf tobacco. These negotiations have culminated in a possible sale of some two hundred thousand pounds of Pennsylvania tobacco and for the purpose of closing the deal, Mr. Haeussermann sails for Bremen, Germany, tomorrow.

Leopold Loeb & Co. have recently been in receipt of several good sized consignments of Sumatra tobacco, quite a large lot having arrived here. Considerable more came in on the Potsdam arriving in New York on August 3d.

George W. Newman, of Young & Newman, has planned a unique vacation for this summer. He is expecting to leave on Monday next for the west and will be accompanied by an unusually large sample trunk. During the vacation period which he has allotted himself he is expecting to cover con-

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO., Lancaster, Pa.

WANTED.—Good and Reliable Manufacturer to locate a Cigar Factory in the city of Allentown, Pa. Excellent opportunity for the right party. For further information address OPPORTUNITY, Box 112, care of The Tobacco World, Philadelphia. 7-30-3

FOR SALE—Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

GOOD CIGAR AND TOBACCO Store for sale low. Rent reasonable. This is a rare chance for the right man. Address R. S. STAUFFER, Third and Walnut streets, Columbia, Pa. 7-30-4

CIGAR SALESMAN wanted by established union factory, for New Jersey trade. Liberal commissions. Address UNION, Box 114, care of The Tobacco World, Phila. 7 30-3

WANTED—LEAF TOBACCO Salesman—by house carrying full line of tobacco; references required. Address Box 109, care of The Tobacco World, Philadelphia. 8-6-2

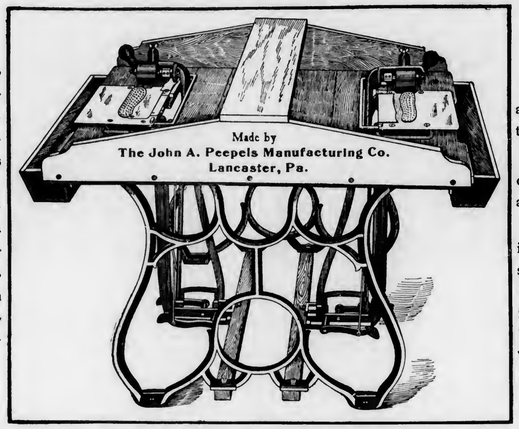
COMPETENT FOREMAN wanted for out of town cigar factory, hand work; state reference and experience. Address S., Box 113, care of The Tobacco World.

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia. 8-6

If You Want
Some Fine Light
Sumatra Tobacco
Let Us Submit Samples.
We can offer you some of
THE FINEST MARKS
at
Very Reasonable Prices.
Light Colors---Big Yielders.

LEWIS BREMER'S SONS,
Importers of
HAVANA and SUMATRA,
Packers and Dealers in
Domestic Leaf Tobacco
322 and 324 North Third Street,
Philadelphia
Established 1825

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted by** any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

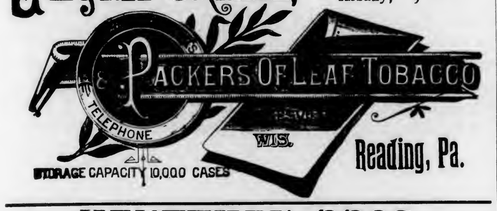
The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.



STORAGE CAPACITY 10,000 CASES. Reading, Pa.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. **Factory, 119 S. Christian St.**

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

siderable of the country where he has been traveling for the last forty years. It will be both business and pleasure Mr. Newman admits.

W. E. Dotts, of Dotts & Keely, returned to this city last week from a short trip to Bedford Springs, Pa., during which time he was sojourning at Bedford Springs Hotel.

George W. Bremer, of Bremer Bros. & Boehm, has also returned from a short vacation at Anglesea.

PHILA. LEAF MARKET.

August has started in fairly well for the leaf trade. It is not expected to be a record breaking month. Old goods of all kinds are pretty well cleaned out, and new ones are not yet fully in the market, although a few packer's samples have been shown. The Lancaster market has been more or less active, and sales made were largely Pennsylvania broadleaf of the 1900 crop. Goods suitable for binders are being picked up as rapidly as found.

Sumatra has shown a comparatively good business.

Havana still remains steady.

LANCASTER'S REPORT.

Lancaster, Pa., Aug. 5, 1902.

One or two fair-sized lots of Pennsylvania Broad Leaf were sold by local packers this week. One lot of nearly 200 cases was sold by I. H. Weaver. The usual mid-summer business is being experienced by all our local houses, amounting in the aggregate to a fair volume. Several leaf salesmen traveling for Lancaster houses report a pretty good trade for last week.

The growing crop is making good progress now, and with continued favorable weather, it will make a fair and averagingly good crop. Some of the plants have already been topped.

I. H. Weaver returned on Thursday last from a visit to Ohio, where he is packing considerable tobacco this year.

It has been a frequent occurrence this year that from 80,000 to 100,000 stogies were shipped in a day from the Slater factory here.

P. L. Leamon & Co. have been sampling some of their packing of last year's crop, and are elated at finding so small a percentage of damage in it.

Latest News from York, Pa.

A. M. Shepp announces himself as a broker of tobacco, and will be located in York. Having had a number of years experience as salesman, he will no doubt make a success.

S. R. Kocher, of Wrightsville, is finishing his packing of tobacco. Although late, Mr. Kocher claims for his packing excellent quality.

J. H. Styles, of this city, is one of the creditors of the Shelly & Son failure at Harrisburg.

A. C. Frey, Red Lion, will soon be in possession of a new brick ci-

Henry Clay and Bock & Co. Limited
The Havana Cigar & Tobacco Factories, Ltd.
HAVANA, CUBA.

NOTICE IS HEREBY GIVEN that we have been retained to **vigorously prosecute all infringements** *upon the celebrated Brands, Trade-Marks, Labels and Styles of Packing of the above-named Company. Unless all such imitations and infringements are* **forthwith and permanently discontinued,** *both CIVIL and CRIMINAL PROSECUTIONS will be instituted.* Manufacturers and Dealers will please take notice of the foregoing caution.

WISE & LICHTENSTEIN,
Counsel,
Lord's Court Building, 40 Exchange Place, New York City.

FERDINAND HIRSCH, Inc., 32 Broadway, New York,
Sole Representative for the United States and Canada.

gar factory equipped with modern conveniences. The building is nearing completion.

Mr. Jones, of Brooklyn, is circulating amongst the trade selling and introducing flavors and cigar-making machinery.

Jay S. Hostetter, of the York Standard Leaf Tobacco Co , has been spending some time in Connecticut, but is expected back on August 16.

B. F. Strickler, of scrap cutting machine fame, of Benroy, returned recently from a business trip through Ohio, having sold quite a number of cutting machines in that state.

J. F. Sechrist, at Holtz, some time ago added quite an addition to his factory, and has been steadily busy through this season. His output this year will be over 2,000,000. He is meeting with excellent success with a few of his special brands.

W. H. Floyd, of Windsor, is erecting a new factory building, which is to be completed in about two weeks.

J. M. McGuigan, of Red Lion, has been for some days on a business trip through the middle west.

C. E. Miller, of McSherrystown, left on Saturday morning for St. Louis, where he is expecting to close a very important transaction with a large distributing house He built a good sized extension to his factory not long ago.

A severe hail and thunder storm passed over this section on Sunday night, doing considerable damage. One crop of tobacco in the vicinity of Wrightsville, was so badly damaged that it will probably not be fit to cut at all.

At the cigar factory of S. R. Kocher & Son, in Wrightsville, 54 window glasses were broken on the one side of the building by the hail, some of the stones being nearly an inch in diamater.

Hail Hits the Big Flats.

A severe hail storm passed over the Big Flats section of New York State on the afternoon of August 1, and is reported to have done immense damage to the growing tobacco crop.

Imports and of Cigars Leaf Tobacco

FROM HAVANA
Per steamers Havana and Mexico.

CIGARS	cases
Acker, Merrall & Condit, New York	40
Park & Tilford, New York	35
G. S. Nicholas, New York	33
S. S. Pierce Co., Boston	15
B. Wasserman Co., New York	13
Waldorf-Astoria Segar Co., New York	12
M. Blaskower & Co., San Francisco	12
Calixto Lopez & Co., New York	8
Best & Russell Co., Chicago	8
Duncan & Moorhead, Philadelphia	6
F. R. Rice Mercantile Co , St. Louis	6
Godfrey S. Mahn, Philadelphia	5
M. A. Gunst & Co ,San Francisco	5
The Weideman Co., Cleveland	4
Upmann & Wilcox, Chicago	4
George K. McGaw & Co , Baltimore	3
G. W. Faber, New York	2
Estabrook & Eaton, Boston	2
D. Frank & Co., Boston	1
R. L. Rose & Co., Providence, R. I.,	1
Labold, Newburg & Co., Cincinnati	1
R. Steel, Philadelphia	1
Wright Drug Co., Milwaukee	1
Total	218
Previously imported	5,252
Imported since Jan. 1, 1902,	5,470

LEAF TOBACCO	bales
American Cigar Co., Petersburg, Va.	1,000
Ghio & Rovira, New York	427
Weil & Co., New York	158
The Hilson Co., New York	150
J. P. Castenado & Co., New York	117
D. H. Delmonte & Co., New York	101
J. Bernheim & Son, New York	100
A. Pazos & Co., New York	100
L. Wertheim, New York	75
Egerton & Joel, Boston,	75
Loeb-Nunez Havana Co., Philadelphia	73
J. Vetterlein & Co., Philadelphia	70
M. Atak & Co., New York	59
L. Friedman & Co., New York	50
E. Suarez & Balbin, New York	40
L. Goldschmidt & Co., New York	25
Sutter Bros , Chicago	25
Hamburger Bros. & Co., New York	22
Hinsdale Smith & Co., New York	20
J. S. Gans & Co , New York	17
Newgass & Greenhut, New York	15
E. M. Schwarz & Co., New York	10
M. Gans & Son, New York	10
B. Fernandez, Milwaukee	10
Yocum Bros., Reading, Pa.,	7
Crump Bros., Chicago	6
M. Cespedes & Co., New York	5
A. Cohn & Co., New York	5
M. M. Alvarez, New York	3
J. Cohn & Co., New York	3
Total	2,778
Previously reported	68,996
Imported since Jan. 1, 1902,	71,774

Trade-Mark Register.

MDCXXVIII. (1628) 13,759
For cigars and cigarettes. Registered July 30, 1902, at 9 a m, by H. C. Schultz, Hellam, Pa.

White Buffalo. 13,760
For cigars. Registered August 1, 1902, at 9 a m, by H. S. Souder, Souderton, Pa.

Lillie A. 13,761
For cigars. Registered August 2, 1902, at 9 a m, by H. S. Leber, York, Pa.

Pinto. 13,762
For cigars. Registered August 4, 1902, at 9 a m, by Andrew & McKeown, Philadelphia, Pa.

REJECTIONS.
Star Lights, Powwow, Manatawny, Speedwell,

TRANSFERS.
"R & R's Wonder," "Elatior," "Vedelia," "Loyal Opinion," and "Datura" registered June 5, 1902, by H. S. Souder, Souderton, Pa., were transferred to G. Arthur Reed, Telford, Pa., July 29, 1902.

CURRENT REGISTRATIONS.

Kyrle, Adjutor, Goodwin Sister Special, Feifer's Whistle, John W. Mackay, Dimitrino, Grand Format, Nefta, Phun, Palmpsa, Grunilda, Fiona, Dovina, Atillo, Truce, Cuba Roller, Cubanroller, Glorinda, Victor Real, Rio Plata ("Born in Cuba—Educated in Key West"), Tampa Nannygoats, Oakford & Fahnestock's Guarantee, Farmer Girl, Cliff Haven, Tatassit, Tatassit Canoe Club, Cream Rollers, Mi Ninia, Para el Americano, Arion Festival, Blue Racers, Wheat Belts, Warsaw, Sunny Clime, Tartar Prince, Olean, Bokhara, Runnymede, Rain or Shine, Six Hundred, Los Ducados, Lady Sanford, Lady Lakeland, The Pride of Pamatataquant, Mt. Tekoa Lodge 28, I. B. of P. M. International Brotherhood of Paper Makers, La Fa, Buffalo Yacht Club, Otowego, The Brooklyn Knockers, Dress Suit, Compliments of the Season, Ottoman. El Intacto, Josephine, La Magnita, Mi Elektra, Company G, Paranite, Kitro, John Putnam, Seedling, Top of the Fruit, Amco, Amcon, The County Marshal, The Priestess, El Falella, Tom Tom the Piper's Son, The Bishop, Mason & Dixon, Archbishop.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

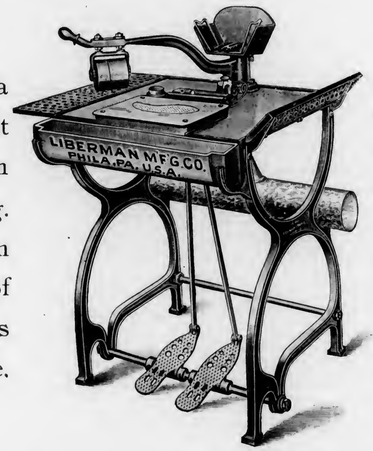
Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

Our Suction Machines are a Success

There is no longer a question of doubt about the success of Suction Machines in cigar making. Their success is a proven fact, but the question of getting ***THE BEST*** is now the all-important one.



It has also been proven that the Suction Tables offered by us are the most successful. They have met the competition of the other machines, and have been adopted by leading manufacturers in preference to others. SEND FOR OUR PAMPHLET.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Cigars

Factories: *YORK and YOE, PA.*

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Trade in Reading.

John U. Fehr, tobacco dealer, made a trip through southern Berks, and inspected the leaf tobacco which is being raised in the districts adjoining Lancaster county. He reports that the acreage this season is much heavier than last year, and that the prospects for this season's yield are favorable. He said:

"The tobacco is looking fine at this time, and the farmers, who have increased the acreage put out, are happy over the good prospects for the season. The rains of last month have been good for the crop. It has been plenty wet enough but not too severe. The yield will be good, probably one of the best this section has had for some time. The increasing use and demand for Pennsylvania broad leaf for binders makes the prospect for good prices for this year's crop a certainty. It is found well adapted to the use of manufacturers."

Mr. Fehr gave this estimate of the acreage put out by the farmers who are raising tobacco this year:

Brecknock—J. Horning, 2 acres; Milton Graeff, 2; Jacob Graff, 2; John Redcay, 2; Thomas Mohr, 2; Abraham Miller, 2½; Barton Kieffer, 2; Samuel Kachel, 2½; Samuel Graff, 1; H. Z. Kraemer, 7; Augustus Schlouch, 2; P.S. Schweitzer, 1; Harvey Hoffert, 2; and Albert Zonawell, 2. Churchtown—Peter Foreman, 14 acres; William Hyman, 6; Milton Yohn, 8; and Clement Yohn, 6. Caernarvon—Harry Spitto, 5 acres; Abraham Foreman, 3; William Peck, 5; John J. Spotts, 3; L. J. Plank, 2; Daniel Foreman, 2½; Henry M. Hertzeler, 3½; Daniel Mast, 2; Amos Stoltzfus, 10: George Byler, 3; Charles Hoffman, 3; Isaac Styer, 4, John Sparr, 6; Martin Grube, 4; Joseph Leininger, 4; Samuel Styer, 2, and John Spotts 3.

James R. Dengler, proprietor of the cigar store at 312 South Seventh street, has returned from a business trip to Rochester. While there he received orders for 25,000 of the Germania and Eastern Buffalo cigars. He has just completed a number of improvements to his store.

The National Brass and Iron works here was awarded the contract to make 10,000 slot machines for the company which is now introducing a device in New York for selling cigars on this plan. The company has been promised another order for 10,000 machines if they can be gotten out in the time desired.

The large cigar factory of Yocum Bros. is closed this week, to give their 500 employes a week's rest. The hands have been working on full time all of this year, and recently made a request to close down for a week, as many wished to go on vacation trips. The new six-story annex to the large factory is rapidly nearing completion, and when finished work will be given to many additional hands.

George C. Frame, formerly a cigar manufacturer of this city, has returned from an extended trip through the south, having been located in Charleston, almost a year. He is now arranging to make a trip to South Africa, where he may engage in a business enterprise with a number of Philadelphia capitalists.

The cigar box manufacturers here are very busy for this season of the year. Ordinarily the cigar trrde is quiet during July and August, but this year the month of July has been very active. The output of boxes is much heavier than usual and a large fall trade is looked for.

Jacob C. Taylor, a former cigar maker, of this city, also prominently identified with the labor movement, is now secretary of the Trades' Council, at Orange, N. J., as well as editor of the "Wage Earner," the official organ of the body.

William H. Sherman, of Mt. Aetna, has filed a bond with Collector Cranston, for a cigar factory to be opened at that place. Fully half a dozen factories have been opened in this district during the past week. Mr. Cranston attributes the increase to the big sale of cigars everywhere. Many of the factories here are running overtime.

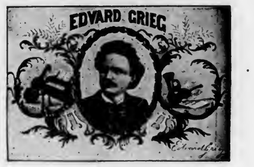
John J. Roth is receiving large orders for his new brand the Modern Woodmen. The package is one of the most attractive in the city. The lithographic work is a reproduction of the emblems of the Order. Mr. Roth operates a union factory, and he reports that the demad for union made goods is growing, owing to the strength of labor organizations. He recently had a flattering offer from a New York firm to sell his factory, but refused it.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES

The BEST and Most Rapid Selling

Package Goods

Excellent Quality
Attractive Packing

E. H. NEIMAN'S

Manufactured by

E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory,

M. E. PLYMIRE, Proprietor,

Wholesale Manufacturer of ***Loganville, Pa.***

Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents

Correspondence with Wholesale and Jobbing Trade only invited.

Quillo, 10c; Peekolo, 5c

PATENT APPLIED FOR.
JOS. KRAUS, Manufacturer,
535, 537, 539 E. 75th St., NEW YORK

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,
YORK, PENNA.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

ADEN BUSER

Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

B. F. ABEL,

Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

Just reading this "ad" won't convince you that we make

Cigars of Quality

Let us have the opportunity of demonstrating what we claim by sending you samples.

Chief Rabban *Wyoming Elk* 10c *Lady Mar* *Nickname* 5c

PENN CIGAR CO.

723 Chestnut Street, *READING, PA.*

Great Sire

A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

E. E. Kahler,

328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

F. H. Beltz,

MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

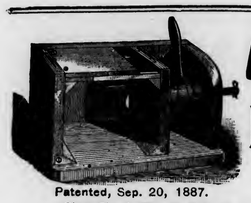
The American Cigar Mold Co.

Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

M. D. BOALES,

LEAF TOBACCO BROKER

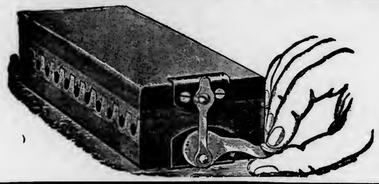
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky.



Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

There is perfect quiet so far as we can learn throughout the New England tobacco markets. Much anxiety exists throughout the entire extent of the valley relative to the condition of the growing crop. From various sources come the reports that there is great tendency for the plants to bud out very low, exhibiting a slender stalk with proportionally small leaves. It is claimed to result from the long-continued wet and the extraordinary continuance of cool and uncomfortable weather, days and nights, both cool. Warmer weather come on Tuesday, July 22, and it is hoped that the warm weather has come to stay for a season, as sunshine is very welcome, and for one to see the stars for the last few weeks was so rare that it was the subject of remark among our people.

Our correspondents write:

North Hatfield: "Everything is on the jump now. There will be room enough to properly house tobacco, and good air spaces between the leaves. The crop looks healthy, but it is budding out low. If we could have some warm weather it would improve very rapidly, but are we to have any such weather?

Suffield: "The northeast part of this town was visited by a hailstorm July 15. In the north and north east the damage was heavy, but in others light. No hail in West Suffield, and the growers rejoice that their fields escaped injury. It has been so cool that the plants are rather spindling, and buds before making much height. It is hoped that warm weather will cause it to grow more stocky. A recent drive through various parts of our town and to Windsor Locks, and home by another road, thus enabling us to see many tobacco fields. As a whole the tobacco crop of 1902 is certainly very backward, and of a spindling growth, which is no doubt due to the cool and wet weather. This is the outlook now."

North Hadley: James Day, our local packer, has sold his packing to L. B. Hass & Co. of Hartford, at private terms. Tobacco is doing well now since the rain. Although we have had considerable wet weather, it got to be quite dry here. Topping has been going on, and a clean crop will be harvested if no accidents occur from this out."

The Hartford Times gives an account of the shaded tobacco in some 15 to 20 different fields of shaded tobacco. All doing well. The hailstorm severely injured from 150 to 200 acres at Hillstown and Hockanum, Ct., localities near Hartford.

BALDWINSVILLE, N. Y.

Albert Cahn, representing Elias Bach & Son, is still in town, and is reported as having made a few purchases of good grades of 1901 at private terms. He is receiving to-day some of the purchases recently made. A. Heinke has recently received 400 cases of Ohio Gebhard, which will be handled at his warehouse. By the beginning of next week he expects to have a force of about 25 women and girls sizing and tying these goods.—Gazette.

MIAMISBURG, OHIO.

Occasional deliveries of farmers' crops at local warehouses are noted at prices previously quoted. S. Euphrat, of Cincinnati, visited farmers in this vicinity during the week with a view to buying. Broker Fred W. Miller, of Cincinnati, and Edward Rettich, of Germantown, visited Miamisburg yesterday. H. C. W. Grosse, of Dayton, representing the New York inspection agency of F. C. Linde, Hamilton & Co., sampled 44 cases for Miles Blossom yesterday.

Rehandling is progressing satisfactorily. Miles Blossom has fin-

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W. H. RAAB & SONS

MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871
1,000,000 PER DAY
DALLASTOWN, PA.

BEAR BROS.

Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: York Nick, Boston Beauties, Oak Mountain, Porto Rico Waves
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. GROFF,

Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples.
East Petersburg, Pa.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
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GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

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I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901 Bulk-Sweat Penna.

BROAD LEAF

NOW READY.

A Binder of Exceptional Quality.

Write for Samples.

MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced. Correspondence, with Wholesale and Jobbing Trade only, solicited.

ished tabling and is now resweating his purchase of 1901 Zimmer for Hinsdale Smith & Co.; Levi Wooden, Jr., has about finished tabling his purchase of 1901 for A. Cohn & Co., Dodds & Mays are getting ready to resume the work of tabling their second purchase of 1901 for Schroeder & Arguimbau; Ira Weiser is superintending the work of a force of spriggers at Franklin, for the Louis Newburgh Co., and Isaac Hale will soon resume the work of tabling at Middletown for Cullman Bros.

The growing crop is doing well in this vicinity, though reports from other localities are not so promising. Rain and wind storms have injured the crop in adjoining counties, and in many instances the soil has been so impacted about the roots that the plants have gone to top, thus preventing the further development of the leaf. H. C. Schuberth, of this city, is experimenting with a small field of Havana seed tobacco, which was planted on May 10th, and since it has been topped the tobacco reaches his neck; a portion of the crop was harvested July 26, and he expects to have it all in the shed by August 1st. Mr. Schuberth states that the tobacco cut last week is curing nicely.—News.

EDGERTON, WIS.

The clearing weather of the week has worked a wonderful change in the condition of the growing crop. Under the influence of a warm sun and a drier atmosphere, cultivation has been resumed and the fields are making a remarkable as well as a satisfactory growth again. The prospects for the crop have certainly improved greatly during the week. The rain on Wednesday evening carried a few patches of hail but of only limited area.

In the cured leaf trade the market could scarcely be duller and still retain a reputation for business.

The transactions in old stock among packers are reduced to small lots to manufacturers and these are not as plentiful as could be wished.

The harvest of a few of the earlier set fields of the new crop will commence the coming week.

Shipments, 350cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Offerings on breaks smaller; demand better, and sales largely private. Sales for week, 633 hhds, of which 483 was private sales. Holders are not as free sellers as a month ago. Stocks on sale smaller, and condition of crop poor.

Lugs—Com. 4¼ to 5c; Med., 5 to 5½c Good, 5¾ to 6c Fine, 6 to 6½c.

Leaf—Com., 5¾ to 7c; Medium, 7 to 8c; Good, 8 to 10c; Fine, 10 to 12½c.

Have had light local rains in spots over the district during the week, difficult to estimate, as they covered from one-half square mile to five square miles in some places, leaving a large area untouched and only wetting one-half to two inches deep. A soaking general rain is needed badly for tobacco. Long leafy tobacco is not promised in the growing crop.

MONTHLY REPORT—JULY.

	1902	1901
Receipts for month	975	1,410
" " year	11,515	110,85
Sales for month	2,136	2,270
" " year	8,767	8,973
Shipments for month	2,262	1,925
" " year	9,378	10,287
Stock on sale	2,135	2,008
" sold	1,899	1,664
" onhand	4,054	3,606

Long Leaf tobaccos are selling very low. It looks like better prices will prevail in near future.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in July were 1,693 Hhds.
Sales " " 2,962 "
Shipments in " " 5,019 "
Total stocks Aug 1 5,381 "

Buyers' stocks, 1,686 hhds; Unsold stocks 3,695 hhds. A portion of the unsold stocks will not appear on this market.

Our receipts this week were 189 hhds; offerings on the breaks, 466 hhds; sales, 455 hhds.

The market was fairly active, firm and unchanged, but few Lugs appeared. The Leaf breaks were lower in quality, as is usual at this period of the season. Stocks show a reduction of about 2,000 hhds. The small receipts indicate that nearly all of the crop has reached the warehouses. The weather has been showery the past week, doing good to the tobacco crop where the rains fell.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.25 to 6.25
Common Leaf	6.25 to 7.00
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00

New York Leaf Market.

The boom has not yet struck the New York leaf market, and it may be the tobacco district of the metropolis will never again experience a boom, yet the fact remains that business is looking up. The cigar label lithographers say that orders are plentiful, and that they expect a very busy fall season. This would not be the case if cigar manufacturers were not busy.

The leaf truckmen in the down town tobacco district say with one voice that last week was the busiest week they have had in a long time. They say they are moving plenty of tobacco from the downtown warehouses to the uptown cigar factories. Jake Keppler and H. Loria have had every one of their trucks working for the downtown leaf houses, and they expect this condition to last indefinitely. Jake Keppler says he hasn't had what he calls a "skunk" week since June 1.

Henry Friedman Settles.

Creditors of New York Leaf Man Accept 50 Cents on the Dollar.

Henry Friedman, dealer in leaf tobacco at wholesale and retail at 163 Water street, New York, and proprietor of retail leaf and cigar stores at 292 Second street, 7 avenue B, at Third avenue in Harlem and Westchester and the Bronx, in the same city, called a meeting of his creditors on July 30 at the offices of Morris Hirsch, his attorney, 68 William street. The meeting was largely attended.

The books of Mr. Friedman showed that he owed $21,000 on open account to various people and $55.000 on bills payable. The value of merchandise sold to him but not delivered and still in the hands of creditors was $22,000 His assets, exclusive of this $22,000 consisted of merchandise valued at $16,000 and open accounts of $14,000. Upon this showing he offered to settle with his creditors at 50 cents on the dollar payable in cash within 60 days.

Max Mandelbaum, of Mandelbaum Bros., who represented a number of the creditors, recommended the acceptance of this proposition. Edwin A. Schroeder and Max Mandelbaum were appointed a committee to examine Mr. Friedman's accounts. On July 31 they reported and made the same recommendation that Mr. Mandelbaum had made at the meeting of the day before. The matter has accordingly thus been settled.

Following is a list of Mr. Friedman's creditors: F. A. Clanberg, L. Schmid & Co., H. Duys & Co., Joaquin Cosio, Rothschild & Bro., Havemeyers & Vigelius, G. Falk & Bro., East River Cigar Box Factory, M. W. Mendel & Bro., Sutter Bros, Schroeder & Arguimbau, Sheboygan Cigar Mold Co., New York Pattern Machine Co., Joseph Hirsch & Son, Owl Commercial Co., S. L. Johns, S. Sladkus and A. Hartman.

Compromised at $15,000.

A lawsuit that is said to have been settled out of court is just now the subject of gossip in a large eastern city. A certain cigar manufacturer is said to have sold to a western jobber a very large lot of cigars which he guaranteed were wrapped with Sumatra tobacco. The buyer paid for the cigars and is said to have sold every one of them. Afterward, however, he came back at the manufacturer with a demand for $25,000 damages for false representations. The demand being refused suit is said to have been begun. It is said the jobber's proofs that the greater number of the cigars were wrapped, not with Sumatra, but with a cheaper substitute, were so strong that the manufacturer was glad to compromise the claim by paying $15,000 to the buyer.

Veteran Smokers.

It has been denied by the highest authorities on the subject that any human being has ever lived to be 110 years old; and these authorities have refused to believe that any person has exceeded the age of 104 Although there have been many centenarians who have professed to be 120 years old and a few who have announced their age as 130, it must be conceded that in no case has there been indubitable or documentary proof of the claim. It has been considered significant that every very old person (or person alleged to be more than 105 years) has been either a pauper or very poor, and so has not been in a position to maintain documentary evidence. Most have been negroes, of whose birth no records have been kept. "The oldest man in America" has just died at San Francisco at the alleged age of 130 years. He was Aupi Mam Mari, a Hindu, who had resided in the Western city ever since anybody could remember. The most important fact in his history is his long use of tobacco.

A single instance of long life on the part of an inveterate smoker could be of little importance in overcoming the wide-spread belief that smoking shortens life. Recently, however, a number of centenarians

P. L. Leaman & Co.

Packers and Dealers in **LEAF TOBACCO**

145 North Market Street,

Lancaster, Pa.

J. M. McGUIGAN

5 CENT BRANDS — Little Worth, Flor de Calefornia, Cassandra, Indian Pride

MANUFACTURER OF AND WHOLESALE DEALER IN

ALL KINDS OF CIGARS and Leaf Tobacco

RED LION, YORK Co. PA.

F. E. Eberly,

Manufacturer of High-Grade **Union Made CIGARS**

Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

STAR OF TRADE CIGAR

Quality Commends THE **Star of Trade CIGARS**

Manufactured by

A. W. ZUG,

We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging. East Petersburg, Pa.

A. C. FREY, Red Lion, Pa.

MANUFACTURER OF

FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa.

WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

PEOPLE WHO "GET ALONG"

In the cigar business, as in every other, there are certain people, who, when urged to adopt a new method or install a new and improved equipment, shake their heads and think they can "get along" without it.

They do get along, but they get along toward the rear instead of the front.

It is much pleasanter to be progressive instead of going backward—and much more profitable.

The cigar business is no different from any other business in this respect—the man with the best facilities and the most modern tools gets more business and makes more money, and you can't stop him.

Take the DuBrul Dieless Suction Table for example; there is no question in the world but that this table is a time-saver and a money-maker without an equal.

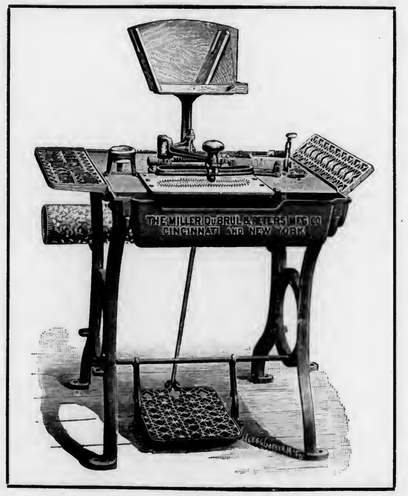
We have been manufacturing cigar makers' tools long enough to know what we are talking about.

We say that no enterprising cigar maker can afford to be without this table a single day longer than it takes to get it in his place and set it up.

The Dieless Table is a wonderful improvement over all others.

The suction table itself is a distinct success, but heretofore the dies and rollers have been a serious objection and a constant irritation. They are always in the way, rollers constantly dull the dies and it takes a lot of time and work to keep the complicated mechanism going in proper shape.

We have removed every single objection to the suction table by removing the dies and rollers and substituting a circular knife which does much better work than any die ever could.



We have made the suction table practical and efficient.

We have placed it in a position where it can do good work all the time with no attention and we have made it so simple and easy to manipulate that operators are delighted with it and won't work on any other if they can help it.

Don't try to get along without this table.

Don't delay writing us about it and we will give you a line of facts and figures that will make our position perfectly clear to you and convince you that we are right.

But don't forget that we can furnish you die tables, the best of their kind, if you still insist on having that kind of machine.

You can see both kinds in either of our offices.

Ask for our Booklet W. S., which gives complete information.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

have testified to the harmlessness of the habit. A Pennsylvania woman of 103 had been a smoker for more than forty years. A New York State woman of 100 years and two weeks, who had never seen a railway or a street car or a telephone or automobile or an electric light, was taken to the metropolis a few weeks ago and was shown all the wonders of the age. As she retained all her faculties she took a deep interest in every invention, but she demanded her pipe at regular intervals even though it should interfere with sight seeing. She has been a steady smoker for sixty years, and scouts the suggestion that tobacco has ever injured her in any way. Many other instances of the prolonged use of tobacco by persons who enjoy better health than is common could be cited.

If it be true that overwork and anxiety are the chief afflictions of Americans, giving rise to diseases of the nervous system and producing heart failure and apoplexy, which are reported as frequently causing death, then it may be that tobacco has proved a sedative to these particular old people and may have enabled then to go through the world with less worry than most persons suffer. Of course, there are people to whom tobacco is a poison to which the system cannot adapt itself. If they persist in its use it produces a functional disorder of the heart and, it is affirmed, chronic dyspepsia. Such persons appear to be exceptional. Anyhow, the fact that a considerable number of the aged have been steady smokers is evidence that tobacco is not always as deleterious as its enemies assert. —Philadelphia Record.

The Growing Tobacco.

Frequent Rains Have Not Injured the Crop—Immense Shade Grown Leaf—Storms In Eastern States Have Done Considerable Damage.

Tobacco is about the only Wisconsin crop that the numerous rains have not damaged to some extent. The season so far has been the best ever known for tobacco. While there has been an abundance of rain to keep the plants in good condition it has not prevented hoeing and cultivating which the growers have learned is necessary for a good crop.

The crop is coming along in fine shape and bids fair to surpass any crop of previous years in bulk. In shade grown tobacco the growth so far is immense. Plants five feet high are not an uncommon thing both at Schnell's and Heddles' farms where they have considerable land under cover. There has really been too much rain for shade grown tobacco. If there had been more warm sunny weather and a trifle less rain the plants would have been much taller and the topping would be under way. Experts say that so far the tobacco grown here under cover, is equally as good as that grown in Connecticut. However the full success of the experiment cannot be ascertained until the crop has been harvested. If the experiments now under way in this section are a success, there will be a large acreage planted under cover next year.

New York

The extent of the damage to growing tobacco in New York, by the severe storms of last week, has not yet been determined, but that the crop has been severely injured is admitted, especially in Chemung county, where the rain was succeeded by a fierce hail storm, which added to the damage done by previous floods. But the growers still have a chance to win out, for many of them had not finished transplanting, and the fine weather during the present week has afforded them an opportunity to complete the work and to partly restore the storm swept fields with their surplus seedlings. They have hopes, too that real summer has come to stay, so as to give the late planted seedlings an opportunity to ripen before frost sets in. But even if every condition remains unusually favorable until cutting time, it is not expected that there will be any excess crop; in fact, it is estimated that there will be a shortage, the extent of which will depend upon a continuance of favorable weather. With this idea in view, there is a quiet, but persistent search for 1900 and 1901 leaf, but obtainable goods are few and widely scattered.

Ohio

In Ohio occasional small deliveries of both old and new crops indicate that there is still a little life in the tobacco business, due probably to the anxiety of buyers to secure as much leaf as possible in order to fortify themselves against any shortage which may occur on account of the poor growing weather which prevailed up to the middle of last week. This shortage may not eventuate, however, for the climatic conditions have been greatly improved and the growth of the young plants has been greatly stimulated. Consequently growers are quite confident that a full crop will be harvested and are more willing to dispose of their old holdings than they were a short time ago. The good prices obtained for last year's crop induced an increased acreage devoted to tobacco, and so, even if the inclement weather has damaged the fields, the aggregate crop will in all probability equal that of

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
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29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

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Domestic and Imported **Leaf Tobacco**
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JOHN D. SKILES,
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PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
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C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses. Write for prices.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
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Best Workmanship The Lowest Prices
H. W. HEFFENER
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DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
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Illustrating 1,500 of the latest and up-to date

CIGAR MOLD SHAPES
and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U.S.A.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.
Local & Long Distance Telephone

Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty **CIGAR RIBBONS,**
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

1901, if it does not considerably exceed it.

Connecticut

A severe wind and hailstorm visited the Connecticut Valley on the 15th and the result is a large number of fields upon which the tobacco crop is seriously and in some cases irretrievably damaged. It is still too soon to estimate the damage with any degree of accuracy and the reported losses are now known to have been somewhat exaggerated. But there is no question about the seriousness of the catastrophe and the yield of the crop will undoubtedly be curtailed considerably. One effect of the storm was the stiffening of prices for old leaf, as holders of that class of goods have an idea that the shortage in the new crop will be acutely felt. The tent-grown tobacco practically escaped unharmed from the storm, which cut the open-air leaf into shreds and this immunity has caused many farmers to regret that they had not set out an acre or two under cover. How serious the loss to field-grown plants can be estimated by the report that in New Milford alone the loss will be $40,000. Even if this estimate be reduced to one-half, the situation is serious enough.

A Decrease

According to the Government crop report, the acreage reported as under tobacco, is considerably smaller than that of 1901. Of the principal tobacco-producing states Maryland shows a decrease in acreage amounting to 2 per cent.; Virginia, 4 per cent.; Pennsylvania and Ohio, 8 per cent.; Tennessee, 10 per cent.; and Kentucky, 17 per cent.; while in Wisconsin and North Carolina, the present areas are 7 and 9 per cent. respectively larger than those planted last year.

According to the Hartford Courant, County Commissioner Dewey who is secretary and treasurer of the Granby Tobacco Corporation, which has several acres of tobacco growing under cloth at Granby, said on Saturday afternoon he measured a stalk of tobacco and on Sunday afternoon he measured the same stalk and it had grown six inches from the afternoon before. Some of the stalks in the tent are five feet high.

LATE REVENUE DECISIONS.

Rebate Claims.

The Commissioner has ruled that a dealer could not include goods in two or more stores in a single claim for rebate under the act of April 12, 1902, and that a separate claim must be made on goods at each location. If either of these claims amounts to less than $10 it will not be allowed.

Labels on Porto Rican Cigars.

The Commissioner recently advised a collector that the act approved April 12, 1902, entitled "An act temporarily to provide revenue for the Philippine Islands and for other purposes," does not make it necessary for the manufacturer in Porto Rico, or for the owner or importer of Porto Rican cigars, to affix a label to the boxes, nor is the manufacturer required to stamp, impress, burn or indent in his boxes of cigars the registered factory number, and the number of the district and State, as provided by Section 3397, Revised Statutes, relating to the manufacture of cigars in the United States, and that the only requirement is that the boxes shall contain a statutory number of cigars, and that an internal revenue stamp of the proper denomination shall be affixed to the box, showing payment of the tax, but that the reuse of the boxes after the cigars have been sold would be in violation of Section 3392, Revised Statutes.

Transfer of Perique Tobacco.

In reply to an inquiry in regard to the recent act of Congress, approved July 1, 1902, which allows a manufacturer, who purchases his Perique unstamped, to resell the same to another manufacturer unstamped, the same as provided for the sale and transfer of refuse scraps, a manufacturer was advised that the office had not prepared any regulation relating to the transfer of Perique tobacco, unstamped, by one manufacturer to another, but that his application to sell such tobacco as material could be addressed directly to the office, and that the collector would (if the application is granted) be directed to issue a special permit on Form 100, and make a record thereof on Book 111, as provided by Regulations No. 8, page 8 and 9, for the sale and transfer of scraps, cuttings and clippings, and that the purchaser will be required to enter on his Book 74, and monthly return, Form 62, the actual quantity of Perique tobacco transferred to him by another manufacturer, and will account therefor in manufactured products, pound for pound, without any alleged loss in manufacturing.

Use of Tax-Paid Tobacco by Manufacturers.

In the case of a firm who proposed to qualify as manufacturers of tobacco and utilize tax paid tobacco, made by other manufacturers, in the preparation of seven-eighths of their product, a collector was advised that this firm, after qualifying as manufacturers of tobacco, must keep book 74, and render monthly returns on Form 62, charging themselves with all manufactured tax-paid tobacco received as "tobacco

A Whole Building on Broadway
less the ground floor (5 floors) just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
CORRESPONDENCE SOLICITED
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Le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in ***Leaf Tobacco***
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

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MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
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Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
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For the Wholesale and Jobbing Trade only
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SPECIAL DESIGNS · ENGRAVING · EMBOSSING

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Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best

in process of manufacture," the stamp first affixed to the packages to be destroyed, and no credit allowed therefor. Such tax-paid material must be accounted for in the manufactured product, pound for pound, without any alleged loss for waste in manufacturing. All tax paid products received at their factory must be inspected by a deputy collector, assigned for that purpose, and the packages must be destroyed in his presence and before any entry is made on book 74 relating to such tobacco. It was also advised that a manufacturer of tobacco can not receive on his premises the tax-paid products of another factory except under the above conditions, and that the entire product of the factory, whether made from raw leaf unstamped, or made partly from tax-paid products, must be properly packed, labeled and stamped without reference to the amount of tax paid tobacco used in manufacturing.

Imported Cigarettes.

A prominent firm of importers recently reported that for imported cigarettes they paid abroad not more than $1.80 per thousand, and asked what would be considered the "wholesale price" of these cigarettes in determining the rate of internal revenue tax to be paid on them. In reply to their inquiries their attention was called to Schedule F, paragraph 217 of the Dingley Bill, act approved July 24, 1897, which imposes a duty of $4.50 per pound and 25 per centum ad valorem on imported cigarettes. The office advised in this connection that the wholesale value or price of the cigarettes imported from abroad would not be fixed by the amount or price paid for the cigarettes abroad, but must be predicated on the first cost of the cigarettes as shown by the invoice, to which must be added the cost of transportation, plus the duty, and the internal revenue tax imposed by section 3 of the act of April 12, 1902, as provided by Section 3402, Revised Statutes. Therefore, that the wholesale value or price of cigarettes imported from foreign countries could not be $2, or less, per thousand, when placed on sale in the United States, and that the wholesale value or price would be determined by the price received by the owner, importer or consignee after the goods have been received in the United States and have been properly packed and stamped, showing payment of duty and tax.

Continuation of Business by a Succeeding Manufacturer.

A tobacco manufacturing concern reported to the Commissioner that they had purchased the factory of a firm in their district and proposed to operate both that and their original factory, and inquired whether they must file a new bond to cover the purchased factory or whether the bond filed for the factory now operated by them shall cover both factories. Further, that as their company is an incorporated one, they desired to know whether their stockholders would be acceptable as bondsmen, and whether it is necessary for the bondsmen to be local. Also, whether it is permissible for their company to use the firm name or style of the company bought out by them for a limited period and whether a caution notice label may also refer to the company bought out by them as a branch of their company. They were instructed that a separate bond must be executed by their corporation as successor in business to the establishment bought out by them, the same as though the factory was carried on by entirely different persons or corporations; that no objection will be raised to the stockholders of an incorporated company becoming the surety on the bond of said company, provided they reside in the same collection district wherein the factories are located, and are acceptable to the collector, and they justify in the amount which he may require as security for the bond; that no objection will be made to the name or style of the company retiring being printed in connection with the caution notice label as manufacturers of tobacco, and as a means for advertising the tobacco under the trade mark, names and brands used by the corporation that had sold out to the applicant.

PATENTS RELATING to TOBACCO, Etc.

705,578 Match box; John B. Frederick, New Kensington, Pa.

705,591 Machine for making individual cigarettes, Frank J. Ludington, Waterbury, Conn.

705,775 Tobacco fork; Wm. L. Moore, Lacie, Ky.

705,872 Cigar machine; Hans A. Schneekloth, New York, city.

705,988 Tobacco pipe; Henry M. Willis, East Williston, N. Y.

BUSINESS CHANGES, FIRES, Etc.

Illinois.

Chicago--J. W. Laidley, cigars; out of business.

Pontiac—Robert A. Thornton, cigars; sold out.

Tyner—Edwin R. Monroe, cigars; succeeded by A. H. Fink.

Indiana.

Seymour—Charles Steinwedel, cigars; real estate mtge. $2,000.

Wabash—Hunchey & Keener, cigar manufacturers; succeeded by H. G. Keener.

Warsaw—Charles W. Stoner, cigar manufacturer; sold out.

Maine.

Bangor—Central Cigar Co., cigar manufacturers; damaged by fire. Insured.

Kingman—Henry N. Johnson, cigars, etc.; real estate mtge. $315.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

FACTORIES: DETROIT, MICH. COVINGTON, KY.

THE LEADING BRANDS OF THE WORLD
JACOB G. SHIRK
WHOLESALE MANUFACTURER & JOBBER IN PLUG & SMOKING TOBACCOS & CIGARETTES.
IMPORTER OF PIPES, SMOKERS' ARTICLES, &c.
Our Leading Brands: LANCASTER LONG CUT, LANCASTER CUT PLUG, SHIRK'S 5c, DURHAM, TROTTER SCRAP. For Chewing and Smoking
40 W. Orange St.
Lancaster, Pa.

THE DAISY ATOMIZER
Important to Cigar Manufacturers and Leaf Tobacco Dealers.

A LONG FELT WANT SUPPLIED
CIGAR MANUFACTURERS can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.
Just what LEAF TOBACCO MEN want. It is small and will carry conveniently in a sample case or trunk.
Sent by mail, postage paid, on receipt of 75c. Discount to the trade on lots of one dozen or more.
W. W. STEWART, Inventor and Manufacturer, Newmanstown, Pa.

ANNOUNCEMENT!
Kleinberg's Chico
We regret to inform our numerous friends that we have been enjoined from manufacturing the famous CHICO cigar. Our worthy competitors, Otto Eisenlohr & Bros., claim that our CHICO is an infringement of their CINCO, and have stopped us by injunction.
Chico Cigar Co., Phila.

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.
Price, $1.10, Postage Prepaid.
THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia. 11 Burling Slip, New York.

John U. Fehr,
PACKER OF AND DEALER IN . . . **LEAF TOBACCOS**
Havana and Sumatra a Specialty.
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Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila.

L. BLEIMAN,
Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

Lewiston—Alphonse Philippon, cigars; chattel mtge. $250.

Masachusetts.

Boston—Wm. J. Downey, cigars and tobacco; dead.——Victor Nyquist, cigars; chattel mtge. $600.——Esther Solomon, wife of Emanuel, filed a certificate to do business as Solomon Tobacco Co., wholesale leaf tobacco and cigars.

Fall River—John Cox, cigars, etc.; chattel mtge. $350.

Michigan.

Detroit—Theo. C. Gross, retail cigars and tobacco; chattel mtge. $850.

Montana.

Butte—I. A. Heilbronner Cigar Co., cigars, etc.; sold out.

Nebraska.

Grand Island—Puritan Cigar Co., F. H. Michelson, individually real estate mtge. $1,800.

New Jersey.

Norwich—Isaac H. Follett; cigar manufacturer; burned out.

Ohio.

Cincinnati—August Schroer, wholesale cigar and tobacco manufacturer, succeeded by The A. Schroer Tobacco Co.——S. H. Smith, retail cigars and tobacco; sued, $115.

Toledo—Henry Weitzel, cigar manufacturer; renewed chattel mtge. $520.

Big Yield of Tobacco.

The agricultural statistics, just completed by the county auditor of Montgomery county, show that Miami township last year had 2,772 acres of tobacco, from which were raised 1,189,650 pounds of the weed. This was more than any other township. The entire county produced 9,615 410 pounds of the leaf. These figures show Miami township to be the greatest tobacco raising section in the world.–Miamisb'g, O., News.

The Hammock and the Pipe.

Some folks there be who seek the sea
When summer time is here,
And some who try the mountains high,
Where board and room are dear;
Some like the look of lake or brook
When the hot wave is ripe;
But this poor bard likes his back yard,
His hammock, and his pipe.

No landlord there to charge for air
Or things that one may see;
Nor folk who talk or drive or walk,
Or tell how rich they be;
No bill of fare to make one swear,
Nor yet to cause the gripe—
Not anything but just to swing
With hammock and with pipe.

Mosquitoes do not come to chew,
Nor yet to eat one up;
No thing to bite by day or night
(Except the neighbor's pup),
So, wherefore roam away from home,
And perspiration wipe,
When days be clear and we have here
The hammock and the pipe?

The sky is blue—the smoke is, too,
And make a man feel good,
And all things seem to gayly gleam,
And act just as they should;
Some folks leave home away to roam
When the hot wave is ripe,
But like as not they have not got
A hammock or a pipe.

[W. D. Nesbit, in Balt. American.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application.

FOR SALE BY ALL DEALERS
VIRGINIA · PERIQUE

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Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
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Provides everything necessary for the Finest Work.
Drop a postal for circular.
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Manufacturers of
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Cigars
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"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

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Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
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WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 33. PHILADELPHIA, AUGUST 13, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

We shall be ready
to offer Our Packing
of
1,000 Cases
of
1901 CONNECTICUT HAVANA SEED
About
August 11th

SCHROEDER & ARGUIMBAU,
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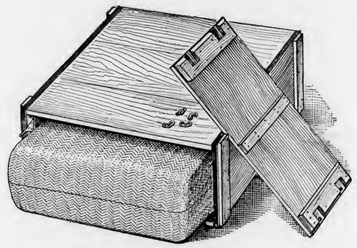
We import all our Sumatra Tobacco, each Bale Packed in a Box, as shown in the illustration.



NO BREAKAGE

NO CHAFING

NO DAMAGE BY HOOKS

Laverge & Schneider,

Importers of

SUMATRA TOBACCO

No. 2 Burling Slip,

Rokin 85, AMSTERDAM.

New York

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXXIII.—"The Tobacco Sampler's Treasure Trove."

By FRAZIER M DOLBEER, of F. C. Linde, Hamilton & Co.

A fact not generally appreciated is that the prevailing custom of distributing gifts with tobacco originated with the farmers of long ago. It is true they did not themselves rightly rate the value, the use or the importance of some of the things they gave away. Neither was their beneficence praiseworthy, because of the uselessness of such articles to themselves, and besides, their motives were sinister.

The settlers of our tobacco districts were descendants of ancient families and many a cabin and shack contained rare old china, bric-a brac, clocks and a wealth of furnishings even then of enormous value in the shops of the dealers in "antiques" in New York. Besides, there were the shimmering baubles culled from the streams (veritable pearls, finer than any which orient seas disclose) and gold bearing quartz. In many a home there was an accumulation of rocks brought back from California in '49 which the Eastern assayer found rich with gold. The farmers had no antiquity dealer to trade with, nor cunning "uncle," nor any one to reveal the hidden treasures in the rocks about them, so when the meager crop was packed they increased the weight of the boxes by dumping such articles into them. It remained for the originator of "stripped" samples to discover and benefit by the farmers' necessity or chicanery. His discoveries made glad his heart; rendered his homecoming of evenings a delight to his wife and children, and enabled him to equip his home, at absolutely no cost to himself, with splendors for which his present day successor, would he possess the like, must part with many handfuls of heavy gold.

Fifty years ago the cigar leaf of all the states was sent to New York. "Top" sampling was then the rule. A board or two was removed and a sample made of such hands as could be reached from the top. The extraordinary weights marked on many boxes aroused curiosity. Delving deeper the traditional 'Horse Shoe" came forth. The suppressed cry of 'Eureka" dies on the sampler's lips. The farmer's piece of rock has a sheen of gold. The sampler carefully locks the warehouse, seeks the refiner and the acids prove him right. Thenceforth he penetrates the innermost recesses of each box and secretes the treas

MR. FRAZIER M. DOLBEER.

ure-trove he finds.

The family gathered around the evening lamp examines and assorts the accumulations of the day, assigning the pearls to the jewel setter, the ore to the assayer, and decorating their rooms with the furniture and the bric a brac.

Our once obscure sampler blooms out into an inspector and a person of influence and affluence. All day long he calls out "Another case! Another case!" and each night his store of valuables is larger. But bye and bye the farmers put really worthless articles into their boxes. Merchants awoke to the deception and refused to buy from the producer excepting on Inspector's stripped samples. Then began hard times for the sampler. Behold him on a hot day in August, his carpet bag loaded with heavy sampling materials, entering a Broadway stage at Water and Fulton streets. At 26th street he takes a railroad car, drawn by six horses, to 42d street where his train awaits him. Then he speeds through the country at the enormous rate of twenty miles an hour. There is no one to meet him at the little station in the country, and his destination is still like Sheridan, "twenty miles away." With a heart as heavy as his carpet bag he trudges off. His mind is as sluggish as his feet and the words he mutters under his breath would not look well in print. Half his weary journey done, a man, a horse and a wagon loom up against the evening sky; the man's flowing locks are heavy with the seed of timothy, his picturesque countenance is elongated by a bunch of "spinach" and his person is attired in what might look to modern eyes like a combination of pajamas, linen duster and bed sheet. The horse he drives has many fine points, and, if petrified, might answer for a hatrack at a sporting club. The wagon has a front and rear gear with a spring board lengthwise. After a brief salutation our hero clambers into the wagon and deposits his tired bones upon the spring board. Alas, the ride over the unmacademized road is anything but restful, but that does not prevent the driver from inquiring of his guest if he is enjoying himself.

"Oh, it's great," answers the poor fellow. "I wouldn't miss it for a farm."

At that moment the wagon wheels strike a gully, the front gear whacks the horse on his hind quarters, and the pajamas stream out like a clothes line on a wash day in a cyclone. Nevertheless they reach the farmer's home at last. The sampler performs his ablutions under a spout at the spring. Returning to the house he is ushered into a room which serves the purposes of kitchen, dining room, boudoir and parlor. Upon the table are a piece of fat pork, several smoked herrings nailed fast, a barrel hoop encircling some potatoes, a modicum of pepper and vinegar and a bowl of sage tea. This meal, enjoyed with gusto by the family, is not quite to the taste of the guest. After supper to bed in the garret. In the middle of the night the bed collapses, as country beds then had a habit of doing. Then came the day with its heavy work in the barns, and after that a return to "little old New York."

All this vanished long ago. The present generation enjoys the benefit of good schools and luxurious modes of transportation. The modern inspector's trips into the country are most enjoyable. The farmers are a cultivated and an honorable class. Their homes are peaceful and well furnished, and their tables groan with good things.

One word more: Leaf tobacco is now honestly assorted and packed. Stripped samples are everywhere in demand, and as for premiums with tobacco, well, look at your daily paper.

—

Next Week.—Chapter XXXIV: "An Interchange of Tobacco Courtesies by Royalty," by Edwin I. Alexander, of Jos. S. Gans & Co.

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Established 1825

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ON

From which to make selections, and purchase at

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Samples sent on application.

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No. 119 North Third Street,
PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO

THE TOBACCO WORLD

Established 1881.

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No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

AUGUST 13, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

"Gentlemen, we have great problems. We can only solve them by degrees. We can only solve them by doing well each particular bit of work as it comes up for solution. Much of it can be done along the lines of supervision and regulation of the great industrial combinations which have become so marked a feature in our civilization, but if we recklessly try, without proper thought, without proper caution, to do too much, we shall either do nothing, or else we shall work a ruin that will be felt most acutely among those of the citizens who are most helpless.

"It is no easy task to deal with the great industrial tendencies. To deal with them in a spirit of presumptuous and rash folly, above all, to deal with them in a spirit of envy, and hatred, and malice, would be to invite disaster; a disaster which would be so wide-spread that this country would rock to its foundations The Mississippi sometimes causes immense damage by flood. You can't dam it and stop the floods, but you can regulate them and control them by levees. You can regulate and control the current, you can eliminate its destructive features, and you can do it only by studying what the current is and what your own powers are."– From President Roosevelt's fourth of July speech at Pittsburg.

XIV.

If there are any readers of The Tobacco World who are disposed to think that the great corporations with headquarters at 111 Fifth avenue, New York, are not doing the country good, they are invited to read the following extract from the speech of Mr. A B. Carrington, President of the Tobacco Association of the United States, at the recent annual session of that body at Old Point Comfort:

"The amalgamation of our largest factories here, and recently abroad, has rendered the general situation of tobacco a very complex one. To many these changes have brought handsome offices, and to still more a very uncertain future; but in no trade is the element of uncertainty so great as in ours, and it is indeed a difficult matter to forecast a future. We can see in these large combinations an aim and an ability to carry their wares to the uttermost ends of the earth, and create markets where none existed, and while the smaller firms could not have inaugurated business, yet they will, no doubt, find the ways and means to follow up the entering wedge and reap their share of trade, opened up in these new territories, commercially conquered by these giants of industry of the United States, the greatest pioneers of trade the world ever saw. In the construction of the Isthmian canal, in the ship subsidy, in the conquering of the old East by the new West, there will, no doubt, result such an increase for foreign trade, taken together with our steadily increasing business, that there will be work enough for all, be he big or little, manufacturer or dealer.

"It may be well to note that while the smoked tobaccos of Kentucky, Tennessee and Virginia have a steady trade, the great increased demand is for the milder types of tobacco—sun, air, and flue cured. Our home trade is entirely in these tobaccos, and wherever there is an increase or new territory is invaded, it is these mild tobaccos that are wanted, and in this connection we may observe that the great bulk of this tobacco is sold on an auction market, and the tendency to market the crop early renders proper handling very difficult in the short time in which it is sold, and in this fact lies the usefulness of the independent dealer, who stands ready to take his proportion, and this gives the market a steadiness and a uniformity of price which might not exist without him, and also tends to ward off the violent extremes to which the value of tobacco is subject, and which are so hurtful to all engaged in the business.

"From this independent dealer carrying the surplus, can the manufacturer obtain additional stocks when he wishes to protect himself on short crops or to supply some unexpected demands. So, to my mind, sorry will be the day even to the largest manufacturers, when conditions force the independent dealer out of business. And, in conclusion, I will omit the usual suggestions of reforms and only observe that the very nature of our business has made honesty not only

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

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Sumatra, Havana and Domestic
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S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf
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LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

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Our own delivery wagon will supply you. Write to

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PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
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Philadelphia. Cigars

GUMPERT'S
MANETO
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Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
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Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
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PHILADELPHIA.

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Makers of La Volga 5-cent cigar
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GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Pent's
TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

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Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

the best policy, but the only policy by which we can successfully carry on our transactions, and we should congratulate ourselves that our trade has reached such a high plane of commercial standing; and let us see to it that our business transactions shall be on such a high scale of fair dealing, that we shall give to our calling a name which will be a heritage to those on whose shoulders our mantle shall fall."

At the Tobacconist's.

[From the Rubaiyat of Omar Khayam, Junior.]

As hooded Eve behind her rosy Bars
Her soft Kinoon betinkled to the Stars,
Again to the Tobacconist's I came
And stood among the Stogies and Cigars.

Some were whose Scent exhaled the Asphodel,
And some whose Smoke gave forth a roseate smell,
And some poor Weeds that told you at a Whiff
How they were made to Give Away, not Sell.

One said, "And can no wiser Law revoke
The Edict that predestined me to Smoke,
My stump to be a Byword and a Jest?—
But if a Jest, I fail to see the Joke."

A second murmured, "Surely we might learn
Some undiminished Anodyne to burn,
For ne'er a Smoker puffed a good Cigar
But wished Another Like It might return."

After a momentary Silence, spake
A Stogie of a bileful Pittsburg make,
"The One who puffs my Wrappings to the End
Will never ask MY Memory to awake."

Then spake a Panatella, finely rolled,
"If to a fiery Doom I must be sold,
Then let it be my happy Fate to find
A high-born Mouth whose Teeth are filled with Gold."

An auburn Weed uprose as one surprised,
"If for a Martyr's Death I so am prized,
May not my hallowed Ashes be preserved
That Saint Cigar I may be canonized?"

"Well," murmured One, "when in my ashen Shroud
My Stump descends to meet the shrieking Crowd,
I yet may know that in the Fire of Hell
There stands no Placard, Smoking 'Not Allowed.'"

And while this corvine Clatter still endured
A lambent Flame, by fragrant Promise lured,
Crept in, as all the Inmates cried amain,
"The Shop's afire, and we are Uninsured!" —WALLACE IRWIN.

—The Lamar Tobacco Warehouse Company, of Lamar, S. C., has been incorporated. The capital stock is to be $2,500. The incorporators are T. F. Wilson, K. A. Windham, J. K. Windham, E. D. Fields, L. C. Munn, G. W. Mims, C. M. Spears, Henry Spears, J. F. Watson, A. C. Turner, A. J. A. Parrett.

The Right Spirit.

Willie Levison, who travels for G Falk & Bro., got back from a five weeks' western trip on August 5. He is a slight young chap, and his appearance indicated that he had been working hard. This prompted one of his friends to remark inquiringly that Mr. Levison would probably now take a little vacation.

"I should hope not," was his answer. "The boss can't send me out any too soon, nor keep me out too long. I've got the hustling fever on and I just feel like making a succession of 'killings' from now on to the 31st of December."

How They Lit Their Pipes.

When smoking first became fashionable in England during the reign of Queen Elizabeth it was customary for those who used the weed to have in his outfit a pair of tobacco tongs. If he were a gallant of the court they were made of silver; if a substantial merchant, of brass, but, if a workingman, of cheap iron ware. They were a necessary implement to the smoker. Matches were unknown, and the only available fire in the daytime was the blazing log upon the hearth. With the poker a small piece of glowing ember was broken off, which with the tongs was applied to the freshly charged pipe. Hundreds of these tongs are to be found in the collections of antiquarians Most of them are clumsy objects, but a few are so graceful in outline and artistic in workmanship that they seem to be of French and Flemish rather than English origin.

These tongs were revived on a small scale some twenty years ago, when they were employed for holding cigarettes. The cigarette tongs were from two to four inches in length, connected at the upper end by a smart spring, which kept the ends together when in a position of rest. When used the smoker opened them and caught the cigarette between the tips close to the mouth end. The contrivance enabled the user to burn the cigarette down to the last whiff and protected the fingers from the discoloring vapor that produces the brown stain upon the fore and middle fingers. The new tongs shown nowadays are somewhat larger and are intended to hold cigars as well as to reach a coal from the fireplace to a pipe. They are made of iron, steel and gun metal, and many of the latter are said to be manufactured from warships, cannon, and other trophies of the late war with Spain.—Chicago Chronicle.

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HAVANA, CUBA
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SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
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CABLE—DECANO.
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JORGE, P. CASTANEDA & CO.
Growers, Packers and Exporters of
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NEW YORK OFFICE: 168 Water St HAVANA.

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Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

A Chance at $142,500.

NEW YORK, Aug. 9, 1902

DEAR MEDICINE MAN:

"How many cigars will the United States collect taxes on during the month of December, 1902?"

For the answer to this question the Florodora Tag Company, of Jersey City, N. J., offers prizes of from $5 to $5,000, the aggregate being $142,500.

I want a part of that $142,500 if I can get it. I am myself a very poor guesser, and it has occurred to me, knowing your well known disposition to be helpful, that you might be willing to help me make my computation.

Thanking you in advance for any trouble you may take in this matter, I am Yours very truly,

CIGAR CLERK.

The Answer.

I am glad this question has been asked me, even though it has come a little sooner than I expected it, if I had expected it at all.

December is always a "short" month in the cigar manufacturing industry. Manufacturers usually prepare for the holiday business in October, and for this reason although the retail dealers are busy with the holiday trade in the month which Christmas crowns, the manufacturers' output in December is usually light.

In December, 1900, the total output of cigars was 467,092,208; in December, 1901, it was 479,312,170, an increase as you will perceive of 12,219,962. The output of cigars during every month in 1902 up to and including June has been greater than the output for the corresponding month in 1901, which seems to augur that the output for the remaining months of 1902, and include that for December, will be larger than the output for the last six months of the previous year. But here let me interject a word of caution. Every once in a while, and this happens every year, figures are published which purport to have been furnished by the Commissioner of Internal Revenue, showing the output by months for the fiscal year which ends on the 30th of every June. These figures, although they are approximately correct, are not official. The official figures are usually made public toward the end of November when the formal report of the Commissioner is given out. If my correspondent is not in a hurry, I would suggest that he wait until the Commissioner's report for the fiscal year ended June 30, 1902, is published. It should appear next Thanksgiving week or thereabouts. The company offering the $142,500 requires that all estimates must be forwarded to Jersey City before December 1. This is rather a close margin for those who will wait for the Commissioner's report before sending in their guesses, but, like the wound Mercutio got from Tybalt, "it is enough."

If you think time will not serve, there will be no harm in making your estimate upon the unofficial figures, which, as I have said, are approximately corrrect.

Now, as to the production of cigars by months, for the first five months of 1902, the Florodora Tag Company's offer is careful to give it. The figures are as follows:

In January,	496,983,717
" February,	445,495,483
" March,	516,599,027
" April,	516,835,168
" May,	523,035,907

In considering this table you cannot fail to note how the production of March, April and May exceeded that of February. It was in March that the Florodora brand was put upon the market and a part at least of the increased production in that and the two following months may fairly, I think, be ascribed to the demand for this brand. The yearly output of Florodoras is computed, by some gentlemen who are in a position to make reasonably accurate estimates, at from 140,000,000 to 160,000,000.

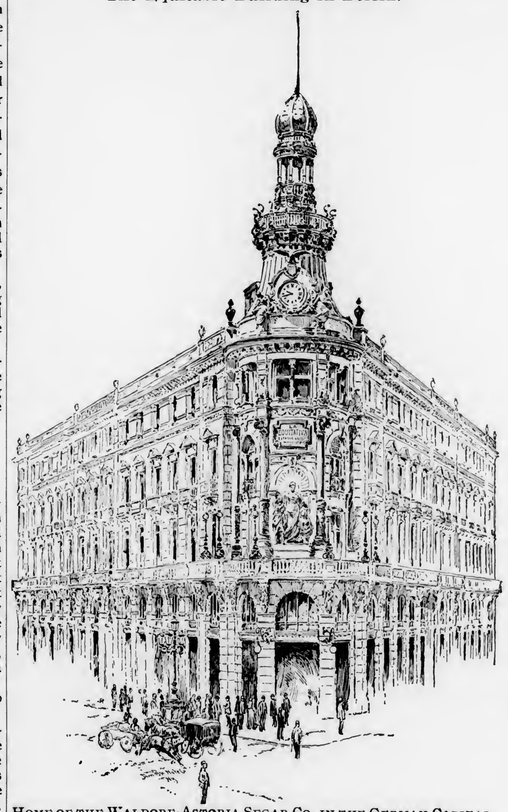
If, as one recent unofficial publication has it, we made in the neighborhood of 491,000 000 more cigars during the twelve months ended June 30, 1902, than we made during the same period in 1901, then the average monthly increase of 1902 over 1901 was about 40,000,000. If this rate shall hold good for December, 1902, the production for that month should be somewhere around 520,000,000. But it won't hold good, because, as I said before, December is always a "short" month. Normally, the increase should be not 40,000,000 but only about 15,000,000, which would make the production for December, 1902, somewhere around 494 300,000.

In the foregoing statement I have done the best for my correspondent that I know how. What I have said is at least a guide. It is for him to get out his pencil and do the rest. I am perfectly sincere when I say I hope he will win not only one of the $5 prizes, but the big $5,000 whopper, or at least one of the next biggest.

And now one pregnant word to all retail dealers: There are thousands of well to do intelligent men who do not smoke the cheaper grades of cigars, nor pipes, nor cigarettes, and who do not chew tobacco. Many of these will want to make guesses. Their estimates, to comply with the conditions of the $142,500 offer, will have to be accompanied by 100 Florodora bands or by the other equivalents of value mentioned in the offer. To get these bands, or other things, they will have to go to the retailer's or buy them of consumers who do not throw them down on the retailer's floor.

As the time for sending in estimates approaches these bands and other like things are going to appreciate greatly in value, and every man, woman or child who is in a position to gather them up is hereby urged to hold what they don't need for their own guesses, for a rising market. THE MEDICINE MAN.

The Equitable Building in Berlin.



HOME OF THE WALDORF-ASTORIA SEGAR CO. IN THE GERMAN CAPITAL

[This picture is published through the courtesy of the Equitable Life Insurance Company.]

Cigar Stores in Berlin.

With a Glance at the Modern Smoke Habits of the German People.

Berlin, August 3, 1902.

Dear Quakers and Knickerbockers:

I think Harry Rothschild a very lucky man, and the Waldorf-Astoria Segar Company a very fortunate as well as a very enterprizing corporation, and for these reasons: A couple of weeks ago, the Waldorf-Astoria Segar Company secured a lease in the Equitable Life Insurance Company's building in this city and in a few weeks will throw open the doors of its store to the public. Mr. Rothschild's luck and his company's comes in this guise: At the famous dinner in the Waldorf-Astoria hotel in New York, to Prince Henry of Prussia, the Waldorf-Astoria Segar Company's cigars were supplied to the diners. Their excellence, therefore, is well-known to Prince Henry who is very likely to call for them at the new store here. Think of what that will mean to Mr. Rothschild's company. Besides, here is Privy Counselor Goldberger, who has just written an article for "Die Woche" which is a most capital advertisement for American merchandise of all kinds, and will doubtless do its share to help the sale of Waldorf-Astoria brands in Berlin.

The cigar stores of Berlin are not at all on a par with those of New York as to interior decoration, but the stock carried in the better class of them is varied and the cheaper grades of German cigars are undeniably excellent. The German cigar which corresponds to our nickel weed sells at retail here for about one and a half cents. It has a filler of Brazilian leaf and is mild and at first a little sweetish. The Germans prefer their cigars dry, as the English do, and most well-to do Germans buy their cigars by the box or by the 1,000, and take them home to let them dry out still more.

The "chain of stores" idea was long ago fully developed in Berlin, and the firm of Loeser & Wolf conducts almost as many retail establishments in Berlin as Salmon & Gluckstein do in London.

The Germans have been great lovers of tobacco ever since they knew anything about the weed. They have not always been fastidious smokers, for some of the old "kanaster" that our fathers and grandfathers smoked in this dear old fatherland was as coarse and crude as tobacco well could be, but in one thing the Germans have always been consistent—they have always demanded mild tobaccos.

I traveled by leisurely stages from Buda-Pesth to this most modern and most likable capital. I drank beer in Munich, I bought quaint trifles in Nuremberg, I took lunch in Frankfort at a restaurant much frequented by bankers, in short I did in all the German cities I visited whatever the trans-Atlantic tourist does, and nothing interested me over greatly. It was in the country, among the plain people of Germany that I most enjoyed myself. German Michel is just as simple and just as amiable nowadays as he was a hundred years ago, but he has learned a thing or two about tobacco that his forefathers didn't know, because, for one thing, it was not given them to know them. Up to ten years ago the plain people of Germany smoked pipes almost exclusively—those long, weichsel-stemmed porcelain-bowled pipes that the pictures have made us so familiar with—but latterly they have taken to cigarettes, and the short smoke appears to be doing them a world of good, too, for the modern German who smokes cigarettes appears to be alert and rather more cosmopolitan than Germans used to be.

BENJAMIN FRANKLIN VANASTOR.

Waldorf-Astoria Store No. 6.

The Waldorf-Astoria Segar Co. opened its sixth retail cigar store in New York city on August 4.

The new store is located in the large fifteen-story building at 68 William street. It is under the management of L. M. Lehman, who also has charge of the branch at 1 Wall street.

Like all the Waldorf-Astoria stores, the branch at 68 William street is stocked with the finest imported and domestic cigars, cigarettes and smoking and chewing tobaccos, and so potent is the name "Waldorf-Astoria" that the William street brauch is already doing a rushing business. In this branch Mr. Lehman has placed a desk and chair immediately at the immense plate glass window looking out into the main entrance to the building. In this cozy and well-lighted spot those customers who buy their cigars by the box may inspect the cigars under the most favorable conditions.

Charles Fox in Montreal.

Charles Fox, of F. Miranda & Co., paid a flying visit to Montreal last week. He says the cigar manufacturers of Montreal appear to be very prosperous. Good Havana tobacco seems to be plentiful enough to supply the needs of Canada's population of 5,000,000 for some time to come, but good Pilsener beer is to be had at only one place in Montreal. How different from New York, where good imported beer is to be had in dozens of places, whereas good imported tobacco—but here Mr. Fox's modesty choked him off.

—Fire last week started in the Minneapolis Provision Company, communicated to the Hooker Cigar Factory, of Minneapolis, causing a loss of $25,000.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
THE TOBACCO WORLD

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Angeles 10, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. Habana, Cuba
Cigar Department Manager, EDMUND WILL

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Almacenista de Tabaco en Rama
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R. B.

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HAVANA, CUBA.
NEW YORK.

Importers
of
Sumatra Tobacco
Cable Address "HIRSCH."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

Starr Brothers
IMPORTERS
AND PACKERS OF LEAF TOBACCO
Established 1888.
Telephone, 4027 John.
No. 163 Water Street,
NEW YORK.

Budget of Fresh News from Cuba.

The market in Havana for the week ending August 2d, was full of animation, and while the sales do not entirely come up to the same amount as the previous week, the respectable total of 7,500 bales has been the result of northern buyers. Tampa, Key West and city manufacturers. Of new Partido and Vuelta Abajo 5,800 bales changed ownership, and the remaining 1,700 bales, consisted of Remedios tobacco, excepting a small lot of 150 bales of old Vueltas, low grades, for cigarette purposes. The future for holders of factory vegas, especially in Partido, looks promising enough, as the available supply will hardly be sufficient to tide the factories over until next year, and therefore a rise in prices is perhaps more than likely, in order to counterbalance and check the too sudden exhaustion of this class of goods. Really fine Vuelta Abajo tobacco will also be wanted, and the temprano part is fast disappearing, but unfortunately the desirable part is limited, while there may be more undesirable bales than people calculated upon at first. The demand for old Remedios has chiefly run upon low grades, although nobody doubts that the fall and winter months will create a better market, and correspondingly higher figures may have to be paid ere long.

New Crop.

The absence of any reports from the country can only indicate that people are so busy they have no time to write. Private news is to the effect that the buying in Vuelta Abajo of good tobaccos continues right along—only the defective part finds no takers. In the Partidos, nearly everything of the raw leaf in bundles has been disposed of, and the competition has been so keen that even inferior vegas were sold at higher prices. In the Remedios districts, which suffered less from the drought, buying has been also active, while the poor part is neglected and even at low figures there is no desire on the part of the Alma cenistas to undertake anything.

Arrivals.

Don Trinitario Vila, the broker, brought a Canadian buyer along who is looking less for quality than for low-priced goods suitable for the Canadian market, and he has secured some 600 bales of Remedios. El Marques, Don Prudencio Rabell, returned hale and hearty by the Morro Castle. Messrs. William J. Hazlewood, of Leopold Powell & Co., and Antonio Bock, of Bock & Co, both of New York, also arrived by the same steamer. Furthermore, Max Stern, of the well-known firm of Lewis Sylvester & Son, has to be added to the temporary sojourners in Havana; also several cigar manufacturers from Key West and Tampa, who arrive one day and leave the next, as the daily steamer between Key West and Havana is really nothing more than a ferry, the trip lasting only six hours as a rule.

Departures.

By the Esperanza, Don Luis Marx, and by the Morro Castle Don Alfredo Ettlinger and Mr. Antonio Bock.

Havana Cigar Manufacturers.

Business in general is quiet, and, while orders are not abundant, still there are enough on hand to keep most manufacturers busy, with the prospect of a heavy business to follow ere long. For this reason nearly all the leading factories have purchased sufficient stock of the best leaf to be had, in order to be prepared to meet the coming demand.

H. Upmann & Co. remain at the front, and secured 800 bales of the finest temprano Vuelta Abajo for the week ending August 2.

H. de Cabanas y Carvajal were also fair purchasers in the market for fine Vueltas, and besides have received from their packings in the country up to now 3,500 bales.

Suarez & Co. have a large stock of old goods on hand and also receive weekly shipments from their escojidas. Notwithstanding the dull times the Flor de J. Suarez Murias factory produces from 90,000 to 100,000 cigars per day.

Henry Clay and Bock & Co. shipped the first large consignment of new cigars by the steamer Morro Castle; Don Gustavo Bock does not complain about dull times, and he has his hands full in looking after the vast interests of this powerful concern.

Havana Commercial Co. are also busy in providing sufficient stock of the leaf, so as to be able to supply their numerous factories. Un-

Our Present Stock
of
Havana Tobacco
Includes some Choice Selections of
FINE OLD
VUELTA and SANTA CLARA
Also, some Extremely Fine
New Havana Tobacco
At Very Attractive Figures.
We will cheerfully submit samples.
Our Prices are Always Reasonable.

LEWIS BREMER'S SONS,
Importers of
HAVANA and SUMATRA,
Packers and Dealers in
Domestic Leaf Tobacco
322 and 324 North Third Street,
Philadelphia
Established 1825

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

SANCHEZ & HAYA

Manufacturers of

The Best Havana Cigars

OFFICE,

191 Fulton Street,

Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of

Finest Havana Cigars

EXCLUSIVELY

Factory, Tampa, Fla.

Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

I J SCHOENER I M JACOBY

CABLE ADDRESS "TACHUELA"

der the able management of Mr. Ware there is no doubt that this company will make a new start and capture a big share of the trade.

Viuda de Jose Gener y Batet is likewise pushing its goods, and, no doubt, will increase orders considerably.

Behrens & Co. are very busy with their Sol brand, working steadily with all the hands they can seat.

Northern Manufacturers.

William J. Hazlewood, of the firm of Leopold Powell & Co., New York, has bought a small vega of new Partidos, but his chief object in coming to Havana at this season was to attend to the receipt of his share in a packing of tumbadero tobacco at Alquizar, which he contracted for upon joint account last April. His share in this venture alone will be some 2,000 bales, and it is said, that he would not sell even with a profit of $30,000 as he could not replace the goods. Besides this escojida, Mr. Hazlewood is interested in other Vuelta Abajo packings. Two per cent. of the higher grades were gladly taken, as reported, by Havana manufacturers at $600 per bale, thus reducing the cost of the packing materially.

Antonio Bock, of Bock & Co., New York, only remained three days in Havana, but the time was sufficient to pick up 500 bales of choice Vueltas and Partidos.

Leaf Dealers and Commission Merchants.

Sobrinos de Antero Gonzalez made the boss sales of goods delivered for the week, as they amounted to 1,200 bales.

Garcia & Co. only fell behind a couple of hundred bales upon their own stock, and they handled upon commission nearly 500 bales additional.

Cano y Hno report 200 bales of new Partidos delivered, but they are about consummating a large deal of about 2,000 bales.

Jorge, P. Castaneda & Co. sold 150 bales of new Partido wrappers to local manufacturers, and there are over 300 bales more sold, but not to be registered until the coming Monday.

Manuel Menendez Parra purchased some 500 bales of Remedios for the Spanish contractors, and he remains in the market for more goods.

Antonio Suarez & Co. turned over only 200 bales of Partidos and Vueltas.

Aixala & Co. sold 150 bales of old Remedios, and having contracted for nearly all of their Partido packings, are now giving their time to their various Remedios packings, which may foot up 3,000 bales in all.

Silveira & Co. are reported to have purchased for one of their New York customers close on to 500 bales of old Remedios tobacco, and still continue to look for more.

J. F. Berndes & Co. are scouring the market day after day, picking up bargains here and there for their European friends.

Bruno Diaz & Co. are making sales every week of their celebrated tumbadero and high class Vuelta Abajo escojidas, as they pay special attention to the so called factory vegas. The past week they summed up 800 bales to Northern and local manufacturers.

Jose Menendez has started the ball rolling by selling about 100 bales of his fine Partido escojida.

Alfredo Ettlinger, of E. Hoffman & Sons, New York, secured about 800 bales more of the finest tumbadero leaf, selected by him principally in the country,

Arrivals of Tobacco in Havana.

	Week ending Aug. 2. bales	Since Jan. 1 bales
Vuelta Abajo	8,147	61,814
Semi Vuelta	385	2,874
Partidos	2,796	23,717
Matanzas	—	65
Santa Clara and Remedios	1,124	65,404
Santiago de Cuba	—	12
Total	12,452	153,886

Cuban-American Men Astir.

Tom A. Dean, fresh from his vacation at South Hampton, L. I., started on a long western trip for the Cuban-American Manufacturing Company, of New York, on August 12. Pittsburg will be his first stopping place, but before his return to New York he will go as far as San Francisco.

Dore Felbel is now in Saratoga on a visit to the company's customers there.

Charles Baswitz has started for a trip through New York State and New England.

Each of these well-known cigar travelers is full of enthusiasm, and is confident that he will do a better business than ever with Corina, El Modelo, and Rosa de Cuba, the Company's Tampa clear Havana brands, and Estanillo, Elite and Flor de Fumar, which the Company manufactures in Havana.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Trade Conditions Agreeable in Philadelphia.

The weather conditions in Philadelphia during the past week have been quite agreeable, and trade with the dealers has kept up to at least the usual August mark, though naturally it is not so good as during some other months of the year.

The Tobacco Club, or Jobbers' Association, of this city seems to be in a somewhat topsy-turvy condition. It is stated that several members have tendered their resignations, and that their action is but the forerunner of that of many others, even if the club does not entirely collapse. This would once again open the possibility of a general distributing agency being established here by the American Tobacco and Continental Tobacco Companies, similar to the distributing methods which were put into effect in New York several years ago.

Such a course, however, might be effectually blocked if several of the larger houses here struck their colors, and participated more liberally in the handling of independent goods, but indications at present do not point that way.

A meeting of the Philadelphia Tobacco Club had been called for last Thursday evening, but it was again "called off." It is stated on good authority that had it taken place there would have been plenty of news to report this week. For some time past the club contemplated an outing for its members on August 14th, at Ocean City, where Col. Joe Bardsdale is running a fine villa, and arrangements had been partially made with him for their entertainment, but this event, too, has been declared off.

Although the officers and the special "Committee" are very reticent on all matters appertaining to the club, the Paragrapher has managed to secure an interview with several people who are on the inside, and is therefore in a position to give the facts.

C. S. Hillier, the well-known retail dealer on North Eleventh street, who has been spending a vacation of nearly two months in England, is expected to return to this city on Saturday next.

Fred W. Hoch, formerly of Gustav Hoch & Sons, 248 North Eighth street, is opening a new wholesale and retail cigar and tobacco house at 1605 Columbia avenue, and is expecting to have everything in readiness for business by the 16th inst. F. G. Hoch, of the above firm, has just returned from a two weeks vacation, which was spent in the Alleghenies.

H. S. Moorhead, of Duncan & Moorhead, general distributors of the Marcello and Philadelphia distributors of the Romeo y Julieta clear Havana cigars manufactured by Rabell, Costa & Co., in Havana, returned this week from a short vacation, and will relieve Howard Terry, the assistant manager, who is expecting to spend several weeks in the mountains.

F. B. Robertson, factory representative of the Match-It cheroots, is spending a week in business and pleasure through Western Pennsylvania, New York State and Canada. He is expecting to visit Erie, Niagara Falls, Toronto, Buffalo, Rochester and Williamsport, en route.

Godfrey S. Mahn, the popular cigarist at Eleventh and Chestnut streets, is again home from a two weeks yachting cruise.

A specially attractive window display is being made this week at Robert Klee's Mozart store, South Penn Square. The display consists principally of a large array of the Olga Nethersole ten-cent cigar, manufactured by Mr. Klee in this city.

H. B. Grauley reports an exceptionally good trade on the Golden Rule. He also informs us that he is considering a proposition to open another factory, as additional facilities could be utilized to good advantage.

W. H. Coupe, a jobber and retail dealer at 1409 Ridge avenue, has enlarged and considerably improved his store at that place.

Arthur Hagen & Co., the local distributors of the Harry Weissinger Tobacco Co., last week issued the following circular letter: "We beg to advise you that we have been directed by the Harry Weissinger Tobacco Company to give free, for a period of thirty days from this date, one package of First Cabin cut plug with each pound of Deer Skin plug tobacco. The bonus (of one

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.

Thos. E. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Heming. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co: Corning, N. Y.: W. C. Sleight.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER, PA.

BROTHERHOOD CUT PLUG

Highest Grade

Is now sold by over 600 Retail Dealers. Strictly Union Made.

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

Pouch Cigars,

"Three Hits"

To Jobbers Only. *Three for Five Cents.*

PHARES W. FRY,

Lancaster, Pa.

UNION BUTTS

Trade-Mark

THE WORLD'S BEST CHEW.

"Good Stuff" CLEAN COARSE Carefully Selected STOCK *WEET*

UNION MADE

The M. H. TAYLOR TOBACCO CO.

Mfrs. of all kinds of **Natural Leaf and Sweet Tobacco**

READING, PA.

Correspondence invited with Wholesale and Jobbing Trade. Free Samples to Responsible Houses.

GET YOUR

Trade-Marks Registered

IN THE OFFICE OF

The Tobacco World

pound free in ten pounds) on First Cabin will be continued until September 3.

Chas. Bolstatter, 1453 Ridge avenue, some weeks ago changed the interior of his office and sales room considerably, making it much more convenient in every way. The additional space can also be advantageously utilized.

Boltz, Clymer & Co. are making preparations to place on the market a new line of five cent goods. An aggressive advertising campaign has been planned and will be vigorously carried out.

B. Lipschutz is continuing his advertising campaign. One of his street car advertisements reads as follows:

"My cigars are made by hand—every one.

"They are made by expert cigar-makers, under most healthful conditions, right here in Philadelphia

"Because I made good cigars and worked hard and did business fairly I have grown.

"In 1897 I began at 44 N. Twelfth street with five men. To-day the five men are 100 men and the little factory is one of the best equipped in the town."

Doings in the Leaf Trade.

The Fuerst Bismarck, which sailed from Cherbourg, France, on the 8th inst., had on board Messrs. E A. Calves, and S. Loeb, both of this city. They are expected here late this week. Mr. Calves has spent ten weeks on the Continent, while Mr. Loeb has attended quite a number of the inscriptions at Amsterdam.

Lew Mueller, the popular representative of Dohan & Taitt, is now spending his vacation in the Rocky Mountains. Messrs. D. & T. received a postal a few days ago written at Pike's Peak, advising them that at that time snow was falling Singularly enough, upon that day Philadelphians were sweltering with the highly humid atmosphere.

Benjamin Labe, of B. Labe & Sons, is expecting to sail for Europe on the 28th inst., per steamer Oceanic. He is expecting to attend the first fall inscription which is to take place on the 12th prox.

After covering the Baltimore trade this week, John E. Plummer, with Young & Newman, will join his family at Cape May, to remain until September 1.

A. E. Herzog, office manager with F. Eckerson & Co., spent a delightful vacation at Portland, Me.

George Burghard has been for some days expecting the arrival of a fine lot of Wisconsin tobaccos.

Harry Dolinsky, of H. Dolinsky & Son, is visiting the Connecticut leaf market.

There were comparatively few visitors in the leaf trade this week, among them being Max Sondheim, of Leonard Friedman & Co., Oscar Bamberger, with Simon Auerbach & Co., Frank Pulver, with Sutter Bros., Harry Spingarn, with E. Spingarn & Co, Louis Leopold, of John Leopold & Son, all of New York, and Morris Rosenthal, of M. Rosenthal & Co., Lancaster, Pa.

Label Counterfeiters in Chicago.

Isaac Goldsmith, 4333 Prairie avenue, Chicago, Ill., was taken in custody in that city on August 6th, by Constable P. J. Kelley on the charge of counterfeiting the cigar makers' label, and placed under $500 bonds by Justice Richardson.

I. B. Kuhn, president of the cigar makers' union of McSherrystown, Pa., and C. E. Miller, a cigar manufacturer of the same town, arrived in Chicago in the morning to keep an appointment with Goldsmith, who had offered to sell them some labels. They notified George J. Thompson, treasurer of the cigar makers' union here, of their presence.

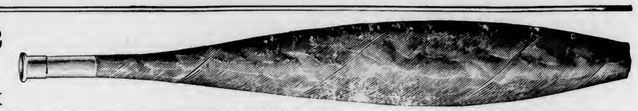
Goldsmith appeared at the Briggs house at 10 a. m. and asked for an advance of $60 on the labels which he was to deliver to Mr. Miller. He was told to return later in the day. At 7 o'clock he returned and was taken to the room of Mr. Kuhn, where the constable, Mr. Thompson, and Philip Spangenburg were waiting in hiding. Mr. Kuhn exhibited the $105 he was to pay and Goldsmith brought forth 3,000 labels. When the deal had been perfected the trio emerged from their retreat and Goldsmith was arrested.

Quillo, 10c; Peekolo, 5c

PATENT APPLIED FOR

JOS. KRAUS, Manufacturer,

535, 537, 539 E. 75th St., NEW YORK



PHILA. LEAF MARKET.

During the past week a fair average business has been done by our local houses. The arrival of the sampling season of the Pennsylvania, New York State and Connecticut tobacco has enlivened the local market somewhat, and inquiries of a more urgent tone are beginning to arrive.

Pennsylvania Broad leaf of the 1901 crop is in lively demand, and some sales by packers have already been reported.

The force sweat Connecticut has had a full share of attention, and a considerable quantity has already changed hands.

The 1900 Zimmer and Gebhard, have been selling at good prices.

The Sumatra situation is fairly satisfactory. No change in prices has occurred.

The Havana market is quiet, but steady.

EXPORTS.

Liverpool—105 hhds. leaf; 28 hhds. strips.

New York Leaf Market.

Business in the New York leaf market last week was not quite as brisk as it was during the preceding week, nevertheless the amount of business done was satisfactory.

Sumatra importers say that the rule is still to order by sample bales, and the Havana importers declare that while there are no very large single transactions to report they are disposing of considerable quantities of goods in moderate sized lots. At present the new Connecticut is ready to be shown and the trade is on the qui vive to see how it has turned out.

Robert Burns in Native Element.

No cigar ever made is more aptly named than the Robert Burns. In the first place, every one that is lighted Burns. In the second place every one of them that Burns mounts to the clouds, just like the very great poet after whom the brand is named.

Bearing these facts in mind, the recent balloon ascension at Long Branch, engineered by W. M. Simpson, of the sales department of George L. Storm & Co., the New York distributors of the brand, was one of the happiest cigar advertisements ever devised. The balloon literally carried the name of Robert Burns into the clouds, the native element of poetry and cigar smoke.

The National Provincial.

Advices received in New York last week are to the effect that a third enormously capitalized corporation to manufacture and sell tobacco has been formed in England under the name of the National Provincial.

This adds interest to the so called tobacco war now said to be raging in King Edward's realm.

Charles Knubel in Harness Again.

Charles Knubel, of the Knubel Tobacco Works, of New York, who has been taking a month's vacation, is back in harness again.

His brands of Turkish cigarettes, and particularly Ilderim and Ben Ali, are as great favorites as ever at Bob Lane's store in the big Broad Exchange.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

FOR SALE—Cigar Manufacturing business in prosperous Pennsylvania town; trade for 20 hands established, accommodations for 40; good wholesale and retail tobacco business connected; established over ten years; a good opportunity. Address, M. Box 108, care of The Tobacco World. 8-13

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO., Lancaster, Pa.

WANTED.—Good and Reliable Manufacturer to locate a Cigar Factory in the city of Allentown, Pa. Excellent opportunity for the right party. For further information address OPPORTUNITY, Box 112, care of The Tobacco World, Philadelphia. 7-30-3

FOR SALE—Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

GOOD CIGAR AND TOBACCO Store for sale low. Rent reasonable. This is a rare chance for the right man. Address R. S. STAUFFER, Third and Walnut streets, Columbia, Pa. 7-30-4

CIGAR SALESMAN wanted by established union factory, for New Jersey trade. Liberal commissions. Address UNION, Box 114, care of The Tobacco World, Phila. 7-30-3

WANTED—LEAF TOBACCO Salesman—by house carrying full line of tobacco; references required. Address Box 109, care of The Tobacco World, Philadelphia. 8-6-2

WANTED—For an out of town cigar factory, a competent foreman, where handwork only is made. Address Box 107, care of The Tobacco World, Philadelphia. 8-13-1

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia. 8-6-tf

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of Seed Leaf Tobacco AND

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

ADEN BUSER

Manufacturer of

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.

Tilden, York Co., Pa.

Great Sire

A National Leader in

Five Cent Cigars

MADE BY

J. E. Hostetter,

Hanover, Pa.

Manufacturer of

High-Grade Union-Made Goods.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

INDOOR

EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

OUTDOOR

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

SPECIAL SELLERS.

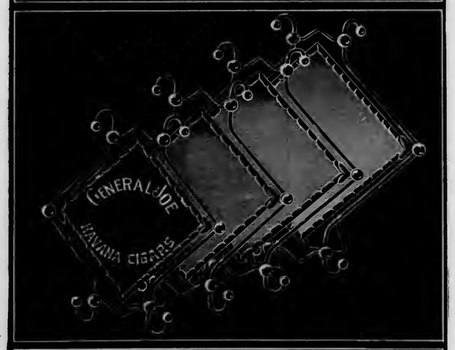
Our GOO-GOO 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,
LITITZ, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56	STYLE 57	STYLE 58	STYLE 59
MIRROR	5 inch	7 inch	8 inch	9 inch
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

Frank Trimble Shot.

Frank Trimble, who was for some years a representative of the American Tobacco Co , but was later a salesman with the Allen & Marshall Co., cigar manufacturers of this city, was accidentally shot whilst cleaning a revolver, yesterday after noon, at his home, 3720 Spring Gar den street, the bullet entering his head. He was taken to the Presbyterian Hospital, and his condition is reported as critical. He is un married, but has many relatives and a host of friends here.

A Uniquely Beautiful Page.

No reader of The Tobacco World but will take a friendly delight in the beautiful full page advertisement of Sutter Bros., Incorporated, which appears this week.

The advertisement speaks for itself, but it is entirely proper to call attention to the message it bears. Connecticut leaf is, indeed, again on top, and Sutter Bros. have packed 10,000 cases of the 1901 crop.

The Gordon & Buchanan Cigar Co. Dissolved.

Wise & Lichtenstein, as counsel, have filed a petition for voluntary dissolution of the Gordon & Buchanan Cigar Co , of New York City. Charles P. Buchanan withdraws. The business will be continued by Powhattan G. Gordon.

The Romeo y Julieta Agency

The agency for the United States and Canada of the world famous Romeo y Julieta brand, manufac tured in Havana by Rabell, Costa & Co., has been placed with M. E. Flaherty, of New York.

Duncan & Moorhead are the Philadelphia distributors of the brand.

Off on the Vigilancia.

Sol. Hamburger, of Hamburger Bros. & Co., sails from New York for Havana on the Vigilancia on August 14, for the purpose of buying tobacco for his trade. This is Mr. Hamburger's third trip to Havana since January 1.

William Quanjer Back.

William Quanjer, Sumatra buyer for Hinsdale Smith & Co., of New York, returned from the inscriptions in Holland on the Potsdam, on August 2. Mr Quanjer secured some very fine tobaccos for his firm's trade.

Oscar Hammerstein's Newest Invention.

Oscar Hammerstein has perfected his cigar wrapping machine. He is very reluctant to exhibit its operations. This much is known, however: It works on the suction principle, like the famous original bunching machine invented by him many years ago. One of Mr. Hammerstein's friends has a cigar wrapped by the new machine, and, to judge by this sample, the machine appears to do brilliantly successful work.

Denies Selling Out.

Louis Neumann, of the firm of Neumann & Hirschhorn, wholesale cigar dealers of Chicago, Ill., stated that he was sure neither his firm nor that of Hirschhorn & Mack, in New York, is a party to any compact for the sale of the United Cigar Manufacturers to the American Cigar Company or to any other branch of the trust.

"I have received a telegram from Hirschhorn & Mack," he said, "denying that the firm is in any selling out deal. I do not believe the United Cigar Manufacturers are going to sell out to the trust."

Cigar Factory Burned.

The large cigar factory of Ward & Co., Pontiac, Mich., owned by A. C. Ward, was entirely destroyed last week, together with its contents. The building is located about one mile from the nearest engine house and considerable difficulty was experienced in getting water. The whole fire department was called out and worked with a will, but to no avail, as the loss is entire. It had been the practice of Ward & Co. to make its cigars in Detroit and ship them to Pontiac to be stored. The building was practically full of cigars, all being a total loss, those not having been burned having been destroyed by smoke and water. The total loss on building and contents is $70,000, with $54,000 insurance.

It could not be ascertained if Mr. Ward would rebuild, but it is not thought that he will.

Enormous Egyptian Cigarette Trade.

Five hundred and thirty-two tons of cigarettes were exported from Egypt in 1901. Of this amount 239

Our 1901 PACKING was
10,000 CASES
Sutter Bros
INCORPORATED
LEAF TOBACCO
NEW YORK, CHICAGO, ST. LOUIS, HAVANA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN
METAL
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SPECIAL SELLERS.

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Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,
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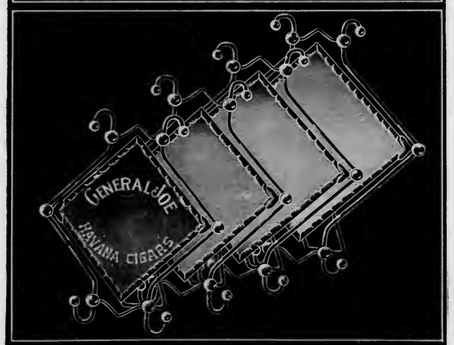
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56.	Style 57.	Style 58.	Style 59.
Mirror	5 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$ 65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

Frank Trimble Shot.

Frank Trimble, who was for some years a representative of the American Tobacco Co , but was later a salesman with the Allen & Marshall Co., cigar manufacturers of this city, was accidentally shot whilst cleaning a revolver, yesterday after noon, at his home, 3720 Spring Garden street, the bullet entering his head. He was taken to the Presbyterian Hospital, and his condition is reported as critical. He is unmarried, but has many relatives and a host of friends here.

A Uniquely Beautiful Page.

No reader of The Tobacco World but will take a friendly delight in the beautiful full page advertisement of Sutter Bros., Incorporated, which appears this week.

The advertisement speaks for itself, but it is entirely proper to call attention to the message it bears. Connecticut leaf is, indeed, again on top, and Sutter Bros. have packed 10,000 cases of the 1901 crop.

The Gordon & Buchanan Cigar Co. Dissolved.

Wise & Lichtenstein, as counsel, have filed a petition for voluntary dissolution of the Gordon & Buchanan Cigar Co , of New York City.

Charles P. Buchanan withdraws. The business will be continued by Powhattan G. Gordon.

The Romeo y Julieta Ageney

The agency for the United States and Canada of the world famous Romeo y Julieta brand, manufactured in Havana by Rabell, Costa & Co., has been placed with M. E. Flaherty, of New York.

Duncan & Moorhead are the Philadelphia distributors of the brand.

Off on the Vigilancia.

Sol. Hamburger, of Hamburger Bros. & Co., sails from New York for Havana on the Vigilancia on August 14, for the purpose of buying tobacco for his trade. This is Mr. Hamburger's third trip to Havana since January 1.

William Quanjer Back.

William Quanjer, Sumatra buyer for Hinsdale Smith & Co., of New York, returned from the inscriptions in Holland on the Potsdam, on August 2. Mr Quanjer secured some very fine tobaccos for his firm's trade.

Oscar Hammerstein's Newest Invention.

Oscar Hammerstein has perfected his cigar wrapping machine. He is very reluctant to exhibit its operations. This much is known, however: It works on the suction principle, like the famous original bunching machine invented by him many years ago. One of Mr. Hammerstein's friends has a cigar wrapped by the new machine, and, to judge by this sample, the machine appears to do brilliantly successful work.

Denies Selling Out.

Louis Neumann, of the firm of Neumann & Hirschhorn, wholesale cigar dealers of Chicago, Ill., stated that he was sure neither his firm nor that of Hirschhorn & Mack, in New York, is a party to any compact for the sale of the United Cigar Manufacturers to the American Cigar Company or to any other branch of the trust.

"I have received a telegram from Hirschhorn & Mack," he said, "denying that the firm is in any selling out deal. I do not believe the United Cigar Manufacturers are going to sell out to the trust."

Cigar Factory Burned.

The large cigar factory of Ward & Co., Pontiac, Mich., owned by A. C. Ward, was entirely destroyed last week, together with its contents. The building is located about one mile from the nearest engine house and considerable difficulty was experienced in getting water. The whole fire department was called out and worked with a will, but to no avail, as the loss is entire. It had been the practice of Ward & Co. to make its cigars in Detroit and ship them to Pontiac to be stored. The building was practically full of cigars, all being a total loss, those not having been burned having been destroyed by smoke and water. The total loss on building and contents is $70,000, with $54,000 insurance.

It could not be ascertained if Mr. Ward would rebuild, but it is not thought that he will.

Enormous Egyptian Cigarette Trade.

Five hundred and thirty-two tons of cigarettes were exported from Egypt in 1901. Of this amount 239

Our 1901 PACKING was
10,000 CASES
Sutter Bros
INCORPORATED
LEAF TOBACCO
NEW YORK, CHICAGO, ST. LOUIS, HAVANA.

INTENTIONAL SECOND EXPOSURE

We Have to Offer about

1,000 Cases Havana Sizes Re-sweated

MEXICAN FILLERS

Also, Some Excellent

GEBHARD SEED of the 1900 CROP

These are the Best Goods, in Quality, Style and Appearance, ever placed before the public.

We will be pleased to submit samples and quote prices.

S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn ; Cato, N. Y.;
Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O ; Janesville, Wis.

Capacity, One Million per Week.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

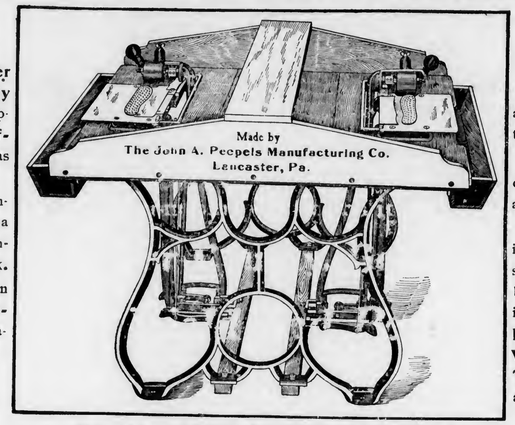
The Best Union-Made Five Cent Cigar in the Market

Union Made
All Sizes

Union Made
All Sizes

M. Steppacher, Reading, Pa.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

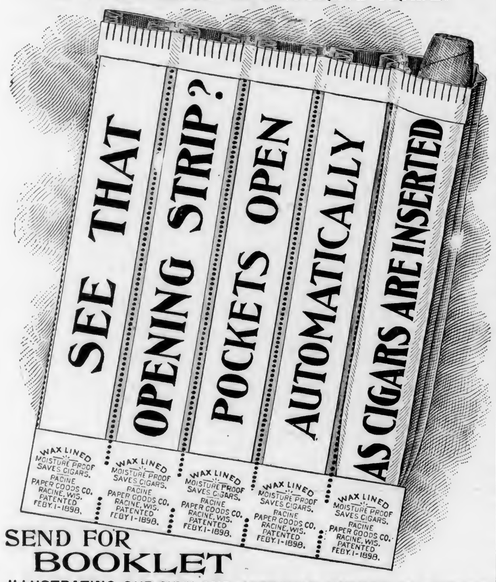
The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR
BOOKLET
ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.

COANE & PATTERSON, 105 S. 13th St., Phila. Reprsentatives.

tons came from Port Said, valued at £195,600; 182 tons from Alexandria and 111 from Suez. Of these Germany was the principal buyer with 122 tons. The United Kingdom bought 47 tons, and India 49 tons.

Tobacco Monopoly for Russia.

News from St. Petersburg is that M. de Witte, Minister of Finance, is considering the establishment of a Government tobacco monopoly similar to the French one. Arrangements are pending between Belgian and Russian capitalists to secure the funds necessary to acquire private concerns. It is estimated that $52,600,000 will be necessary. The action is believed to be owing to the rumored intention of the American Tobacco Co. to begin operations in Russia.

A Self-Lighting Cigar.

An inventor, who is evidently wearied of the many fruitless attempts to light a cigar in a windy street, has invented a combustible tip, which is intended to do away with the use of matches. The tip is composed of a mixture of ground glass, saltpeter, potassium chlorate and gum arabic. This mass is molded into a cap on the end of a cigar, and a frictional igniter, such as that used on the tips of matches, is placed on the surface of the cap. When the igniter is scratched, the cap burns freely and cannot be extinguished by an ordinary wind. The combustion fuses the ground glass and renders the cap incandescent. The fused glass forms an airproof cover on the end of the cigar and prevents any of the fumes from entering the tobacco, so that no unpleasant taste results.

He Had Lost Something.

A man about 35 years old stopped on the west side of Broadway between Thirty-third and Thirty-fourth streets, New York, about 8 o'clock one evening, and began to search through his coat pockets as if he had lost everything he had. He removed his coat and hunted in the inner pockets. Then he dropped the coat on the walk.

Then he removed his waistcoat and went through its pockets inside and out. The waistcoat joined the coat on the sidewalk and the crowd of watchers, some of whom were women, increased. Then he began to search his trousers' pockets. The trousers were creased and turned up at the bottom. He couldn't find what he was looking for in the pockets and before the surprised spectators realized what he was about to do, he had slipped out of his trousers.

Henry Clay and Bock & Co. Limited
The Havana Cigar & Tobacco Factories, Ltd.
HAVANA, CUBA.

NOTICE IS HEREBY GIVEN that we have been retained to **vigorously prosecute all infringements** *upon the celebrated Brands, Trade-Marks, Labels and Styles of Packing of the above-named Company. Unless all such imitations and infringements are* **forthwith and permanently discontinued,** *both CIVIL and CRIMINAL PROSECUTIONS will be instituted.* Manufacturers and Dealers will please take notice of the foregoing caution.

WISE & LICHTENSTEIN,
Counsel,
Lord's Court Building, 40 Exchange Place, New York City.

FERDINAND HIRSCH, Inc., 32 Broadway, New York,
Sole Representative for the United States and Canada.

When he got out of his trousers he held them up and turned them inside out. Then he felt them all over carefully, even unrolling the turned-up section. From the roll of the right leg a piece of plug tobacco dropped to the pavement. The man grabbed it.

"I've found you at last," he said, "I've found you at last."

Then he put the tobacco in his mouth, donned his clothes, and walked to Thirty third street, disappearing toward Fifth avenue Not until he was out of sight did a policeman appear.

Tobacco-Stealing Rats.

They're Carrying Off Whole Plants for House Material Up in Connecticut.

A new enemy to growing tobacco has been discovered at Poquonock, which is one of the most important tobacco growing sections in the Connecticut Valley. The Clark brothers of that place are large growers. Among other tracts they have eighteen acres, bordering on the Farmington River near where it empties into the Connecticut. For a month past they have been trying to discover whether it was man or beast that was cutting down six or eight of the tobacco plants every night and bearing them away. They would probably have been wondering yet if it hadn't been for Michael Leamy, who knows as much about the ways of animals as the Clark brothers do about growing tobacco, and that's a good deal.

Leamy's attention was called to the matter after about three hundred of the stalks had been cut down. He examined the surroundings and found a well-beaten path leading up from the river Along this path he found broken pieces of tobacco leaves.

"It's some kind of an animal," said Mr. Leamy, "and I think it's a muskrat."

The others laughed at the idea of a muskrat being strong enough to carry off a nearly full grown tobacco plant. But Leamy knew what he was talking about and he set a trap in the path, concealing it thoroughly. He was rewarded by finding a muskrat in it. All the other people in the neighborhood have come to his way of thinking, and they all agree that to muskrats is due the disappearance of the Clark brothers' tobacco.

The muskrats build houses, using principally brush, sticks and grasses, but they have never before been known to destroy and carry off tobacco plants. Mr. Leamy is looking for a house so constructed, so as to prove his theory beyond doubt. It is supposed that the rats dragged the plants through the water to an island in the river, about two hundred feet from shore, where a winter house was being erected. Those familiar with the habits of the muskrats says the animals are very strong for their size and that they have been seen dragging good-sized pieces of timber through the water easily.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade.
Factory, 119 S. Christian St.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.

Reading, Pa.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

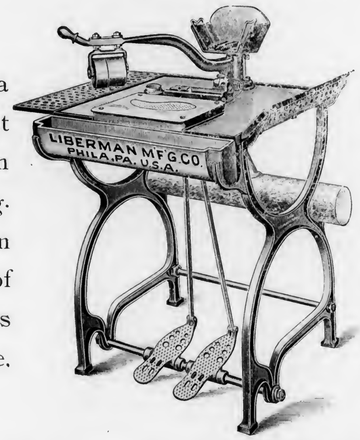
Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

Our Suction Machines are a Success

There is no longer a question of doubt about the success of Suction Machines in cigar making. Their success is a proven fact, but the question of getting *THE BEST* is now the all-important one.



It has also been proven that the Suction Tables offered by us are the most successful. They have met the competition of the other machines, and have been adopted by leading manufacturers in preference to others. SEND FOR OUR PAMPHLET.

FOR ALL FURTHER PARTICULARS ADDRESS

THE LIBERMAN COMPANY, Makers,

223---5 South Fifth Street, Philadelphia, Pa.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Final Customs Rulings.

The Board of Classification of the United States General Appraisers, on August 8, renderd a decision which is of great importance to importers of tobacco and all other merchandise. The decision, which was written by Judge Henderson W. Somerville, and which is concurred in by Marion De Vries and Byron S. Waite, the other members of the Board of Classification, holds that decisions by the General Appraisers are final and not subject to review by the Secretary of the Treasury. The syllabus of the case prepared by Judge Somerville, is, in part, as follows:

"I. The Customs Administrative act of June 10, 1890, (Sections 14 and 29,) expressly repealed Sections 2,931 and 2,932, United States Revenue Statutes, thereby abrogating the jurisdiction formerly conferred by them on the Secretary of the Treasury to decide protests filed by importers against the assessment of duty by Collectors of Customs, and transfers such jurisdiction (except as to duties on tonnage) to the Board of Classification, United States General Appraisers.

"II. Where a protest has been filed within the time and in the manner prescribed by Section 14 of said Customs Administrative act, against the decision of any Collector of Customs, and the necessary papers have been duly transmitted by the Collector to the Board of Classification, the Board acquires jurisdiction to proceed to examine the case submitted and decide all questions of law and fact necessarily involved.

"III. Where an appeal is lawfully taken from an inferior to a superior tribunal, the jurisdiction of the latter tribunal attaches exclusively, with authority to hear and determine the case on its merits, and the inferior tribunal becomes functus officio and no longer has authority to take any further proceedings in the matter.

"IV. The provision in Section 14 (supra) that the General Appraisers 'shall' decide cases submitted by Collectors is mandatory, and not merely directory, and confers upon the Board a jurisdiction which it is not at liberty to evade. Where jurisdiction has been thus acquired by the Board, it will proceed to decide the questions involved in the case, and will decline to return the protest and accompanying papers to the Collector, so as to enable him to take any further proceedings in reference to the issues raised by the protest.

"V. Section 1, act of March 3, 1895. (18 Stat., 469.) which vested in the Secretary of the Treasury authority to re examine and reliquidate entries in certain cases, was repealed by Section 24. Customs Administrative act, (supra,) at least so far as concerns customs cases pending at the time before the Board of Classification, and thereby abrogates the right of the Secretary to exercise this power as to such cases as have been properly appealed to the Board under Section 14 of said act.

"VI. Article 1453, Customs Regulations of 1899, authorizing Collectors of Customs to review their action and reliquidate the entries in certain cases, if satisfied that the importer's claim is a valid one, has reference only to projects still pending before the Collector, prior to their transmission to the Board.

"VII. If the Collector of Customs ascertains any error of fact in his decision, after transmitting the protest to the Board, the proper method of correcting the error would be to make a supplemental report to the Board, calling attention to the new state of facts"

Trade-Mark Register.

Glendola 13 763

For cigars Registered August 4, 1902, at 3 p m, by M. Guravitz, Philadelphia, Pa.

El Heeda. 13 764

For cigars. Registered August 5, 1902, at 9 a m, by Wm. Herstein, Philadelphia, Pa.

The Hare 13.765

For cigars. Registered August 9, 1902, at 9 a m, by Jas A. Collins, Littlestown, Pa.

REJECTIONS.

La Salle, Pence Rail.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

General Choice, Do Zu Crooks, Tisarare, Zu Do Crooks, La Rosie Moir, Amco, Amcon, Tampa City Crooks, Gypsy Jack, Siona, First Catch, La Hila 321 Special, Joe F. Willard, Speckled Bird, Circle X, Spenders, Ice Cream, Eben Utter, Lady Virtue, La Valiza, Bay Path, Lady Majorie, La Belle Blanche, Mt. Teoka Lodge No. 28. I. B of P. M., Shade Grown. El Hallador, Requintador, Vivel Emperor, John Tinney McVutcheon, Lord Turke, Porto Rico Resos, Tunew, Fama de Barron, Harry Weldon, Egyptian Arrows, General John Buford, Old Taylor, King Edward, Egyptian Luster, Marta Turkish Luster, Starved Rock, Pacific Cable, Baron Knight, Wheat States, Coradina,

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR

LA FLOR DEL FLORES

The BEST and Most Rapid Selling

Package Goods

Excellent Quality

Attractive Packing

Manufactured by

E. H. NEIMAN'S

LA FLOR DEL FLORES

5 FOR 10¢

E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory,

M. E. PLYMIRE, Proprietor,

Wholesale Manufacturer of *Loganville, Pa.*

Cigars Strictly High-Grade Five Cents

Finest lines of Two for Five Cents

Correspondence with Wholesale and Jobbing Trade only invited.

Exclusive territory given to a few good jobbers on this brand.

Price and Quality are bound to appeal to you.

Penn Cigar Company,
723 Chestnut St. *Reading, Pa.*

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky.

Coronarium, Morganiae, Rolfaea, Scottish Appointment, Black Eyed Susan, Newcomb, Pick of Porto Rico, Itsaezie Smoke, Stock Feeder, Cuban Beauty, Factory No. 695, Open Session, The Jeweller, Shade Rena, Carter's Bouquet, Appetizo, Samovar, Miss Henderson, Polen Flag, Da Dieda, El Tizon, John C. Calhoun, Union Packer, Aristypho, The Famous Ripper, La Carolita, Tarquinius.

LANCASTER'S REPORT.

Lancaster, Pa., Aug. 12, 1902.

One of the most important transactions in the leaf market during the past few weeks was consummated last week, when M. S. Sechrist, of Columbia, sold practically his whole packing of 1900 seed leaf, consisting of about 1,500 cases, to the United Cigar Manufacturers. S N. Mumma, of Landisville, also sold a small lot of 1900 Pennsylvania, and J. D. Skiles sold about 100 cases. Altogether, it was a fairly active week, notwithstanding that it is August. Including the numerous small lot sales, about 2,500 cases changed hands during the week.

The hail storm which passed over parts of Lancaster and York counties on Sunday, Aug. 3. did quite some damage in the vicinity of Collins, Falmouth and Bainbridge. It was followed by a second storm on the night of the 6th instant, doing much damage in East Hempfield township, extending from Lancaster Junction to Sunhill, a distance of several miles. Some of the tobacco was ready to cut.

J. D. Skiles, the veteran leaf packer of this city, has returned from a month's stay at Asbury Park, N. J.

Quite a successful gathering of Lancaster county tobacco growers was held at Marietta on August 2 under the auspices of the Lancaster County Tobacco Growers' Association, and the participants were delightfully entertained at the home of Dr. Alexander, near which, and upon whose grounds, the experimental work in growing Sumatra under cover is being conducted this year. The experiment is proving quite successful, and has been a surprise to many farmers who had not before seen the leaf growing under canvas. A uniformly high temperature and sufficient moisture is being successfully maintained in the tent, and furthermore the plants have been protected from other damage, such as hail, etc.

The tobacco had been topped at an average height of 6½ feet, and the ground is said to contain sufficient moisture to fully mature the crop, even without any more rain.

Captain Bricker, of Lititz, presided over the meeting, in the absence of President Herr.

M. L. Greider, of Mt. Joy, who has been in charge of the experimental station, explained in detail the planting of the tobacco, and described its subsequent progress.

Prof. Milton Whitney, of the Division of Soils, U. S. Department of Agriculture, was also present, and spoke of the work of the government and what was being done for the tobacco growers, stating that about $15,000 had been expended in growing Sumatra and Cuban tobacco, introducing the bulk sweating process, etc.

Messrs. J. Gust Zook and Menno M. Fry commented very favorably upon the success of the bulk sweating process. Mr. Zook pointed regretfully to the fact that in one year he had lost about $25,000 from black rot, but said that since the beginning of the bulk sweating system no difficulty was experienced from that source.

Mr. Fry also testified to the fact that in his warehouses he had bulk-sweated about 8,000 cases without loss from black rot. This method, therefore stands highly endorsed.

Latest News from York, Pa.

The damaging hail storm of a few days ago has repeated itself, and another of equal violence and probably more damaging, passed over the upper end of the county, tearing the growing tobacco into shreds and injuring many fine crops.

It was reported that the covering over the shade-grown York county tobacco had blown into the river and the tobacco was damaged, but this was incorrect, as Mr. Hostetter, who superintends the work, announces through a daily paper that the report was erroneous.

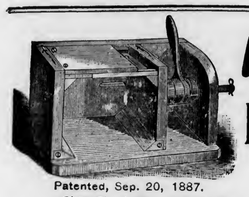
Charles Brashinger, who formerly manufactured cigars at Windsor, has secured a position in the United States Mint at Philadelphia. He will continue the factory at Windsor for the present.

J. K. Pfaltzgraff & Co. are busy manufacturing their brands of 5c goods, The Kentucky Cardinal, Chief Baron and El Paso.

Major Gillespie, with The Gillespie Co., has returned from a vacation trip to Atlantic City.

One of the oldest cigar stores in the city is that of R. S Lovegrove, corner of Philadelphia and Water streets. Mr. Lovegrove has a well patronized stand on a street frequented by workmen going to and fro. He manufacturers his own goods exclusively.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of Knock-Down Cigar Boxes
AND
CIGAR MOLD ATTACHMENT or Shaper Press

Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment--Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Amongst cigar factories unusually busy are The Herman Warner Cigar Co., George A. Kohler & Co., Jacob A. Mayer & Bro., The Paragon Cigar Co., and J. P. Fulweiler & Bro.

R. M. Granat, of Gillen & Granat, tobacco dealers, is spending a vacation of several days at Atlantic City.

John Phillips, a cigar commission dealer of Buffalo, is visiting the trade here in the interest of his business.

Appended hereto will be found figures gleaned from revenue reports here. The month was a very busy one for the officials, and in amount exceeds the previous month by several thousand dollars. Eliminating the differences of reduction by removal of taxes shows an increase of $3,140 89 for the month. The total receipts were $98,526 94.

The manufacturers in several sections of the county find their trade improving.

The crops in the field now point to a fair '93 packing. The rains since the drought have developed the plants into healthy stalks which will make a successful packing if nothing unlooked for occurs. The tobacco as a rule is late, being stunted by dry weather in the spring, necessitating replanting in many cases.

A. A. Leber, from Red Lion, was arrested in Gettysburg and committed to jail, charged with counterfeiting and selling bogus labels of the Cigarmakers International Union.

Jacob E. Kauffman, of this city, has been through the coal regions recently. He has quite an extensive trade in that section.

Business is improving nicely with D. R. Woodmansee, at Spring Grove.

Trade in Reading.

Howard W. Riegel, formerly a member of the firm of Hartman & Riegel, cigar manufacturers, has engaged in business for himself at 317 Penn street. His factory is in the rear of the building, and is equipped with all of the latest appliances. He makes a specialty of the nickel brands Think Oh and the Nickel Bank. The front part of the building Mr. Riegel has fitted up as a cigar store and card room. Walnut cases have been installed together with oak counter cases. He will make a specialty of jobbing, and will shortly place a delivery team on the streets. Mr. Riegel has had twenty-two years experience in the business.

On account of ill health, Harvey J. Hetrick has retired from the cigar manufacturing business and taken possession of a ten acre truck farm which he recently purchased at St. Lawrence, Berks county. He will probably devote two acres of his land to the cultivation of tobacco

The cigar trade here is quite active. July, in ordinary years, is counted as an off month in the trade, and it is usual to see the laying off of a large number of hands and the closing of many factories for two or three weeks. This summer all have been running, and no idle cigarmakers are to be found.

Yocum Bros. have this to say: "Things have been very brisk with us all month. We do not believe that the trade has ever seen a better July. The demand for cigars, especially from the West, has been steady. Good times always result in a big demand for cigars. We gave our 450 employes a vacation at their own request. They wanted a week, and they got it. It is customary for us to grant them a vacation annually."

M. Steppacher said: "This has undoubtedly been my best year since I have been in business in Reading, and I am looking for a big fall and winter trade. When good wages and steady work prevail the cigar business is lively, and the pipe-smoker lays aside his pipe and

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY
No 463
ESTABLISHED 1871
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. GROFF,
Packers of Penna. Seed Leaf Binders, B's and Fillers of the 1900 Crop
Write for Prices and Samples.
East Petersburg, Pa.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

THE TOBACCO WORLD

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901

Bulk-Sweat Penna.

BROAD LEAF

NOW READY.

A Binder of Exceptional Quality.

Write for Samples.

MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

smokes cigars. The entire trade is prosperous, and there are fewer idle cigarmakers here than for a long time."

E. E. Kahler, said: "The season has been one of the best in my recollection. I have extended my business considerably during the present year. Collections have been very good, and the trade generally has been far above the average."

John G Spatz & Co. said: "Our sales of fine hand-made cigars have been increasing week by week. General prosperity always helps the cigar trade, and the cigar manufacturers in general have been doing very well this summer. We have increased our production a great deal, and have orders enough to keep us running for some time."

Stewart, Newberger & Co is one of the busiest cigar firms in the city. They have doubled their force and are working overtime. A member of the firm said: "Things have been coming our way for some months past, and we are now crowded with orders. The trade has been brisk all summer and there appears to be no let-up in sight. I feel certain that the fall trade will be even heavier."

The Fleck Cigar Co. has come in for its share of prosperity, and the members of the firm are jubilant over their success the past year. Their leadings brands, the Eastern Buffalo and Smoke House, have been introduced in much new territory, and there is now a steady demand for the goods. Large shipments are made daily. Daniel Fleck, of this firm, recently returned from a successful western trip."

Mammoth Tobacco Factory.

It has been definitely announced that the Imperial Tobacco Company of Great Britain and Ireland are to enlarge their operations here. They will immediately begin the construction of a mammoth plant in Richmond, Va., having recently completed the purchase of a site upon which the factory will be built. It is understood that the concern intends to further extend its proposed plant by acquiring other property adjoining that just purchased.

Seaboard Air Line Railway

Shortest and Quickest Route to

SOUTHERN PINES, PINEHURST, CAMDEN, COLUMBIA, SAVANNAH and FLORIDA POINTS. HAMLET, ATLANTA, CHARLOTTE, MACON, MONTGOMERY, NEW ORLEANS and TEXAS POINTS.

Double daily limited trains, leaving New York 12:10 a m and 12:55 p m. Through Pullman Sleepers, Ladies' Coaches and Cafe Dining Cars.

Mileage Tickets of this company's issue, sold at $25 00 for 1,000 miles, are good from Baltimore via the Baltimore Steam Packet Company's boats through Norfolk, and from Washington to all points on its lines in the South, including Tampa, Fla., Montgomery, Ala., and Atlanta, Ga., thus enabling the Tourist, Manufacturer, Farmer and Stock Raiser to travel at a greatly reduced cost.

Interchangeable Mileage Tickets.—In addition to the above mileage tickets, there are on sale at all offices of this company interchangeable 1,000 mile tickets sold at $25.00. These tickets are good over the following lines, with some slight exceptions noted therein:

Atlanta, Knoxville & Northern Ry
Atlantic Coast Line R R
Brunswick & Birmingham R R
Chesapeake Steamship Co.
Georgia Railroad
Louisville, Henderson & St. Louis Ry.
Northwestern Ry of South Carolina
Richmond, Fred'cks'g & Potomac R R
Washington Southern Ry
Atlanta & West Point R R
Baltimore Steam Packet Co.
Charleston & Western Carolina Ry
Columbia, Newbury & Laurens R R
Louisville & Nashville R R
Nashville, Chattanooga & St. Louis Ry
Plant System
Seaboard Air Line Ry
Western Ry of Alabama.
Western & Atlantic R R.

Seaboard Air Line Railway offer desirable locations to the Manufacturer, Home Seeker, Farmer and Stock Raiser; also special low rates.

Before deciding upon a location call on or write any agent of this company for full particulars.

W. H. PLEASANTS, Traffic Manager, 6-11-eow-2m

JOHN T. PATRICK, Chief Industrial Agent, Pinebluff, N. C.

W. H. DOLL, General Agent Passenger Department, 1421 Pennsylvania Ave., Washington, D.C.

Imports and of Cigars Leaf Tobacco

FROM HAVANA

Per steamers Esperanza, and Morro Castle

CIGARS	cases
S. S. Pierce Co., Boston	43
Park & Tilford, New York	34
Acker, Merrall & Condit, New York	32
G. S. Nicholas, New York	22
B. Wasserman Co., New York	16
M. A. Gunst & Co, San Francisco	12
Duncan & Moorhead, Philadelphia	11
American Cigar Co., New York	8
Waldorf-Astoria Segar Co., New York	8
Grommes & Ulrich, Chicago	7
G. W. Faber, New York	6
W. A. Stickney Cigar Co., St. Louis	6
Faxon, Williams & Faxon, Buffalo	5
H. Straus, Cincinnati	4
Lilianfeld Bros. & Co., Chicago	4
E. Regensburg & Sons, New York	4
J Wagner & Son, Philadelphia	4
S. Bachman & Co., San Francisco	3
C. B. Perkins & Co., Boston	3
The Weideman Co., Cleveland	2
C. Jevne Co., Chicago	2
Best & Russell Co., Chicago	1
F. R. Rice Mercantile Co, St. Louis	1
Schwabacker Bros. Co., Seattle	1
Asberg-Gunst Co., Portland, Ore.	1
R. Steel, Philadelphia	1
Total	241
Previously imported	5,470
Imported since Jan. 1, 1902,	5,711

LEAF TOBACCO	bales
American Cigar Co., Richmond, Va.	1,034
American Cigar Co., Danville, Va.	1,000
Haas Bros., Cincinnati	335
J. Bernheim & Son, New York	327
S. Rossin & Sons, New York	283
F. Oppenheimer, New York	249
F. Miranda & Co., New York	239
Yocum Bros., Reading, Pa.,	110
Havemeyer & Vigelius, New York	101
Rothschild & Bros., New York	100
A. Gonzalez & Co., New York	97
B. Diaz & Co., New York	77
Garcia, Vega & Carcaba, New York	61
K. Straus & Co., Philadelphia	50
F. Alvarez, Milwaukee	49
J. Friedman & Co., Chicago	44
L. Friedman & Co, New York	43
Manrara Bros. Co., New York	37
Simon Batt & Co., New York	27
Sutter Bros, Chicago	25
Perez & Escalante, New York	22
F. Schulz' Sons, New York	20
J. Bernaldo, New York	18
Loeb-Nunez Havana Co., Philadelphia	18
Hinsdale Smith & Co., New York	15
A. Moeller, New York	15
L. Sylvester & Son, New York	12
E. Bach & Son, New York	10
S. G. Ruth, New York	10
M. Kemper & Sons, Baltimore	10
Friedman Leaf Tob. Co., St. Louis	6
A. Cohn & Co., New York	5
Total	4,449
Previously reported	71,774
Imported since Jan. 1, 1902,	76,223

Stogie Manufacturers Get Together.

United States Cigar Company Formed in Philadelphia.

The United States Cigar Company was organized last week at the Hotel Walton, Philadelphia The capital stock will be $15,000,000, one-half common and one-half preferred 7 per cent. cumulative. One million dollars in bonds will be issued The bonds, it was said, have been over subscribed five times. The combined plants will have a capacity of 400,000,000 stogies and cheap cigars annually. The company secured a Delaware charter.

The officers are: C. M. Logue, president; E. M. Brash, first vice president; Samuel Bailey, Jr., second vice president; W. D. Sharpe, secretary; E. W. Swisher, Columbus, Ohio, treasurer; directors, G. B. Hanford, Frank L. Arnold, Charles Sternbach, New York; Frank Taylor, Cleveland; Samuel Bailey, Jr., C. M. Logue, E. M. Brash, G. W. Eisenbess, W. D. Sharpe, E. A. Kitzmiller, W. S. Dalzell, A. D. Zeugschmidt, all of Pittsburg; W. W. Blake, Altoona. The offices will be in the Westinghouse building, Pittsburg.

The Central Realty and Trust Company, of this city, and the Commonwealth Trust Company, Pittsburg, will underwrite the stock.

Strike at Trenton.

Three hundred girl strikers, on Wednesday night last, moved on the factory of the American Cigar Co., at Trenton, N. J., and with stones and sticks tried to wreck the windows of the big six-story plant to aid their cause of a full hour at noon for dinner.

The girls quit work at noon because their demands were not agreed to. They were told to come back at 12.30 when the whistle blew, but they did not do so, and also attacked the girls who refused to join their ranks.

Augmented at night by sympathizers, they moved on the factory to wreck it. A hurry call was sent to the Second district police station and the reserve squad was called out to meet the girls as they arrived on the scene.

The police charged and the girls fled in all directions. Sixteen-year old Sallie Carr was the leader of the strikers, and she emphatically stated that they would win and no other girls would be permitted to work if their demands were not granted.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Things are very quiet in the Valley in the tobacco line. Yet dealers are stirring around, and would gather up the scattered crops of tobacco, but those who hold the few stray crops are, as a rule, held by a set of men who fully understand the market conditions. In a recent conversation with one of these gentlemen, who is holding a good many tons of the 1901 crop, he said: "No, it isn't time to set a price on my holdings. It is, however, improving in the case, as well as in price it will bring." This appears to be about the feeling that animates those who hold these crops.

The outlook for the present crop was never better. The probabilities as to its extent are rather against its being any larger than usual. Probably more acres were planted,

P. L. Leaman & Co.

Packers and Dealers in **LEAF TOBACCO**

145 North Market Street,

Lancaster, Pa.

RED LION, YORK CO. PA.

F. E. Eberly,

Manufacturer of High-Grade **Union Made CIGARS**

Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

Quality Commends THE **Star of Trade CIGARS**

Manufactured by

A. W. ZUG,

We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging. East Petersburg, Pa.

A. C. FREY, Red Lion, Pa.

MANUFACTURER OF

FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa.

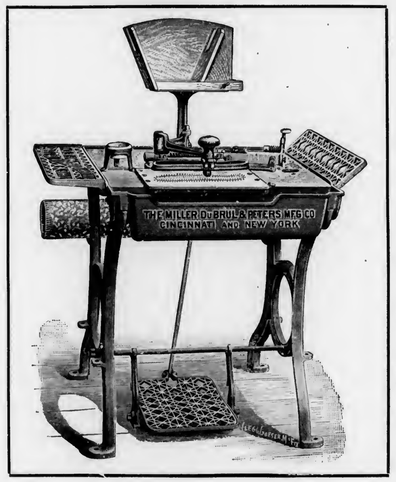
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

THE TOOL OF ALL TOOLS

As a progressive cigar maker, you are naturally interested in the tools which will increase your output, better its quality, and reduce its cost per thousand.

We want to assure you that the DuBrul Dieless Suction Table is the tool of all tools—the latest and most important development in cigar making equipment.

There isn't any doubt about the value of the Suction Table. The Suction Table is not a machine in the strict sense of the word, but a tool.



A machine cannot make good cigars. It takes brains and that is one thing you can't get from mechanical source.

A machine cannot fit a wrapper properly to the bunch, nor put a really good head upon a cigar. A machine does the same thing over and over again without regard to the condition of the bunch, and no two bunches are likely to be precisely identical in size and conformation.

To make a good cigar you want hand-work, and the Suction Table gives you hand-work, done quickly and easily, but satisfactorily. It gets more wrappers out of the stock, stretches them better and enables the operator to make a better looking job and put on a wrapper that won't have pockets and won't unroll when smoked.

The objection to Suction Tables has always been the dies and rollers. It takes time and money to keep a set of dies and rollers doing decent work, and, as the tendency is always toward dullness, a certain percentage of wrappers will always have a white streak at the edge, another percentage will be ruined by being picked up by those rollers, and still another percentage will be ruined by bad cutting on the mashed ends of any die.

The DuBrul Dieless Table does away with all this—removes every possible objection to a Suction Table.

The cutting is done by a circular knife which needs no adjustment and is easy to keep sharp. You always get a good, clean edge. After the cutting is done, the knife is swung back out of the way so that the operator can have clear sailing, just like the ordinary board. This induces palm-work instead of finger-work and simplifies cigar rolling so that the operator learns very quickly to turn off much more and better work than could otherwise be done.

The increased output and better looking cigars, and the saving in wages soon pays the cost of the DuBrul Table and you have a money-maker and a money-saver that can always be depended upon to do good work for you, without constant annoyance and distraction of the foreman from his duties of superintendence.

There may arise in your mind certain questions you would like to have answered about this Table. Why not write those questions as they occur to you and send them to us? Our answer will interest you.

And if you won't have anything but a Die Table, look into the merits of our machine, "die beste was es giebt" of that kind. You can see both styles at our office.

Ask for Booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO
1 Madison Avenue, NEW YORK CITY

but the many hailstorms, the wet and cold season, causing the plants on many farms to show a low and spindling plant, budding out at too short a stem, this causes many to write that there will be no lack of ventilation, as there will be room enough between the tiers this year.

The hailstorms in Connecticut of July 28 swept over a large section at Canton and Simsbury. At Canton the damage is estimated at $25,000. This storm was very damaging. Another took in Broad Brook and its vicinity. There were six curing barns destroyed, as we hear, from burning, also large damage in Bloomfield and Portland and other towns.

Our correspondents write:

"Hatfield: "Tobacco is growing finely. L. H. Kingsley, who has a field covered with cloth, has begun to pluck the leaves and hang it in his curing barns. The Havana seed cutting will begin next week; a nice crop"

Conway: "The tobacco crop is growing very well, considering the weather. We need some good, warm, sunshiny days to make it mature as it ought. For all we have had such damp and cool weather, there is but very little yellow tobacco this year."

"Sunderland: "Tobacco continues to bear the cool and wet weather remarkably well. There were many showers in this vicinity and one slight fall of hail which did very little damage. The crop is nearly all topped; no worms and no grasshoppers; crop is of good color. We shall be short of room to hang the crop."

Conway: "Tobacco has grown very fast the past week, and promises a clean crop if nothing happens to prevent from now out. Cutting will begin about the 18th. No green worms or grasshoppers this year, so the leaf is sound."

Putney: "Topping became general all over town this week. The crop is looking well, and is very sound and free from damage. Cutting of the earliest pieces will begin in about ten days."—American Cultivator.

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BALDWINSVILLE, N. Y.

There is no activity in the local market. At the warehouse of A. Heinke recent purchases in Ohio are being handled, a force of about thirty being employed in sizing and tying the goods. The conditions have continued unfavorable for the new crop, which is generally backward. Arrangements are being made for a tobacco growers' picnic at Three Rivers the latter part of this month and it is expected that there will be a large attendance of those interested in the industry in this section.—Gazette.

EDGERTON, WIS.

The only matter to write about worthy of attention this week is the satisfaciory condition of the growing tobacco crop which is everywhere, except on low lands, promising, and, barring accidents, seems destined to equal the expectations of growers and dealers alike. The harvest is started in a limited way and the weather conditions are right for the cutting and shedding of the leaf.

The business in cured leaf is a blank page apain and nothing is occuring to break the monotony of a limited trade to manufacturers. Dealers are watching the development of the growing crop with a good deal of interest and are already making notes of the most promising crops, for future reference.

Shipments, 4 16cs —Reporter.

—

HOPKINSVILLE, KY.

M. D. Boales.

The offerings on breaks were very small, only 47 hhds., with sales of 144, showing 97 hhds at private sale. The market opened active and stronger, with more snap than for some time, the trade realizing that prices are low on good and fine tobaccos and poor prospects for very small percentage of as good and fine tobacco in growing crop as is now selling. Long, leafy tobacco is certainly selling very low, and is likely to be very scarce and in strong demand next season.

Weather: Light to good showers have fallen in spots during the week, but seem to have done little good to the crop, a large part of which is in top with narrow small leaves, and stalk is hard. There will be some outcome in small late planting provided good soaking rain falls to wet ground. On the whole, condition is poor.

Lugs-Com. 4½ to 5c; Med., 5 to 5½c Good, 5½ to 6c Fine, 6 to 6½c.

Leaf—Com., 6 to 7c; Medium, 7 to 8c; Good, 8 to 10c; Fine, 10 to 12c.

—

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 147 hhds; offerings on the breaks, 365 hhds; sales, 428 hhds.

The Leaf offerings were lower in grade, with much poor and some over-sweated tobaccos. The market was without material change.

Shipments go forward steadily, reducing warehouse stocks.

We have had a few showers since last report, and hail on the 4th, which did some damage. Many neighborhoods report the drought still unbroken, the showers having been partial.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.25 to 6.25
Common Leaf	6.25 to 7.00
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00
Fine	10.50 to 12.00

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses.
Write for prices.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 5,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up-to date

CIGAR MOLD SHAPES
and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U.S.A.

Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

The Cultivation of Tobacco in Pennsylvania.

By Daniel A. Smith, an Experienced Grower, Leaf Dealer and Cigar Manufacturer.

Tobaccogrowing in Pennsylvania is unquestionably a large industry, but it often seems to me that many farmers do not give the matter the thought and attention which the occupation so richly deserves, and which, too, would make it all the more profitable. The foundation for raising a good crop of tobacco is really laid in the fall of the year, at which time the seed beds should be well manured with first-class hen or hog manure.

When the bed has been carefully dug and thoroughly raked to an even surface, the manure should also be thoroughly spread over the entire bed. It can be left in that condition until the following spring, when it should be given another coat of fine manure and dug around again, when, after being thoroughly raked, it is ready for the seed. It is the custom of some to sow the seed on the bed in January, and even if snow be on the ground, then as the snow melts the seed is carried into the ground by the water and imbeds itself. The better way, however, is to wait until the bed has become thoroughly settled, and then spread the seed carefully. It can be sown with a sprinkling can, the water distributing the seed quite evenly.

If the season is favorable the sprouting period comes on very soon, and it is then the greatest care should be exercised to not damage the sprouts as such damage frequently causes late plants. Sprouting is generally done by placing the seed in flannel cloth and keeping it evenly moist, which should be looked after daily until the seed throws forth its sprouts, which usually requires from six to ten days. When the seed has been sown it is an excellent plan to place a good lot of bristles over the bed, which will aid materially in keeping it at an even temperature. Muslin is extensively used by farmers in covering seed beds. Experience, however, has satisfied me that bristles are preferable. It is cleaner work in cultivating the plants, and if cloth be used it must be tightly stretched across the beds about an inch from the ground, leaving sufficient space for circulation of air. If the cloth be placed too close to the ground the plants are likely to be almost completely smothered, or will be extremely delicate. By having the cloth at a reasonable height from the grounnd much hardier plants can be produced. When the plants have begun to grow the cloth can be removed occasionally for a time, for the purpose of hardening the plants. It is also a mistake to remove the cloth from the plants about midday, the better time being between nine and ten in the morning and four and five in the evening, replacing it each time until the plants have become strong enough to bear the sun, when the cloth is removed entirely.

Weeding the plants is a most delicate piece of work, and should be done with the greatest possible care, as the growing plants are extremely sensitive and highly susceptible to a stun from the slightest injury, which would result in a setback. No regular rule can be laid down for weeding; judgment alone must guide this. It was my policy to keep the plants constantly free from all weeds while they were very small. While weeding is necessary, the ground should be kept in a moist condition, which can be done by sprinkling an hour or so before starting to weed the patch. Should the plants be growing too thickly, their number can be lessened during the weeding time.

Having attended to all this, we now approach the period of cultivation of the soil in the fields preparatory to setting out the plants. The tobacco patch should be treated in the same way as the seed bed, so far as the preliminary work is concerned, but this is rarely done, as it requires too much work as well as an abundance of the best manure. The failure to do this, however, is frequently the cause of the plants not growing, for tobacco, as is well known, requires the strongest and best soil, and unless it be properly cultivated and manured a good crop cannot be expected.

When this preliminary cultivation has been completed, the tobacco patch has to be furrowed or laid out. On this particular point there is a divergence of opinion. It is my confirmed belief, however, that the rows should be about three feet apart. The work is frequently done with a corn plow, but of late years a special plow has been devised for doing it. In planting seed leaf the best results have been obtained by setting the plants from 22 to 24 inches apart, and for Havana seed from 18 to 20 inches. The furrows should be hoed at least three inches lower than the top of the row, for in this way the tender plants are shielded somewhat.

In setting out the young plants, one cannot be too careful in seeing that the ground is loosened from the roots of the plants which are left in the soil. When plants have been removed from the seed bed, it is best to set them in the field as quickly as possible. The process of transplanting is necessarily slow when done by hand, yet it is still the most successful method.

For some time after transplanting the danger of injury by cutworms must be guarded against. It is also well to reset the plants in places where those originally set out may have failed to continue growing.

(TO BE CONTINUED.)

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NEWS NOTES.

—Mrs. G. L. Perrine has started a cigar store at Clatskanie, Oregon.

—Fuller Bros. have bought the cigar factory of A. J. Bower, at Casey, Ia.

—The Maris Cigar Co. has been organized at W. Mansfied, O., by Harry Maris.

—The Clayton Cigar Company, located at Chicago, certifies to an increase in capital stock from $2,500 to $15,000.

—The H. A. Boesger Cigar Co., of Cleveland, O., has secured a Delaware charter. The capital is to be $300,000.

—Clarence Turk, is opening a cigar factory at Oregon, Ill. He had been for some time in the employ of P. J. Hart, at Mendota, Ia.

—Hyman Levich, the popular young cigar manufacturer, at present located at 302 E. Walnut street, will remove his factory and retail store to 418 E. Walnut street, Des Moines, Ia.

—The B. Eisle Cigar and Tobacco Manufacturing Company, at Minneapolis, Minn., has incorporated with a capital of $50,000. The incorporators are B. Eisle, M. Eisle and Alex McLean.

—L. J. Spalding has bought out the cigar firm of Spalding, Edwards & Dodgson, at Carrollton, Ill., C. G. Edwards and E. D. Dodgson, retiring. Mr. Spalding will continue the manufacture and sale of cigars at the old stand.

—James Smith, of Burlington, Ia., has decided to remove his cigar factory to Des Moines. His son, Orauge Smith, started a cigar factory at Ninth and Park streets, Des Moines, about a year ago. The two plants will be consolidated.

—Lilienfeld Brothers, cigar manufacturers at 14 State street, Chicago, Ill., discharged their non union cigarmakers and signed the scale of prices of the Cigarmakers' International Union. Twenty-five union men went to work there in the afternoon.

—Thomas King, a manufacturer and dealer in cigars and tobacco, at Council Bluffs, Ia., filed a petition of voluntary bankruptcy in the Federal court. His liabilities are $4,726 80, while assets to the amount of $516 60 are given, but claimed as exempt.

—W. W. Koons, who has been in charge of the Rex cigar store at Stillwater, Minn., for W. S. Conrad, has gone to Mankato to take charge of the Rex, established at that place by Mr. Conrad. The Stillwater Rex will be run by George Lewis and Charlie Brosius.

—The firm of Gerdes, Arndt & Co , manufacturers of cigars, at La Porte, Ind., has been dissolved and is succeeded by Joseph Schnewind & Sons. W. J. Gerdes and F. J. Arndt have formed a partnership and will continue the manufacture in another location.

—Schedules in bankruptcy of the Newman Brothers Company, cigar manufacturers, at 152 E. 23d street and 202 W. 116th street, New York, show liabilities of $22,905 and nominal assets of $14,336, consisting of stock, $6,280; machinery, $3,400, horse and wagon, $150; cash, $6, and trade marks, $4,500.

—T. V. Edmunds, a prominent leaf tobacco dealer of Winston, N. C , formerly of South Boston, Va., has accepted an offer of the American Tobacco Company to represent them in Turkey. This is the place where the late Will O'Brien went last January, dying with small pox a month afterward. The post is a highly responsible one.

—Articles of incorporation of the A. J. Marx company, Des Moines, Ia., were filed last week. The company has a capital stock of $30,000 paid up and will engage in the manufacture of cigars and the jobbing of tobacco, succeeding to the business of A. J. Marx & Co., of 219 Court avenue. The incorporators are A. J. and H. Marx and J. Flatau.

—Rumor was current in Pittsburg last week, that the American Tobacco Company had taken over the interests of the R. & W. Jenkinson Company, the big Pittsburg concern. A. M. Jenkinson, the head of the company, denied the rumor, declaring that it was absolutely without foundation. He added that no other combination of interests had or would take over the concern.

—It is understood that the firm of Juan La Paz & Co., of Tampa, Fla., will be changed within a short time. This firm of well-known cigar manufacturers have negotiations pending which will bring them into touch with a well-known Key West firm, and the name and style of the firm will probably be changed by the consummation of the negotiations. The firm is a well-known one in this city.

—The experiment of growing Sumatra tobacco under canvas by Wisconsin growers is said to be proving a great success so far, although the excessive wet weather has not been favorable for the growing plants. Messrs. F. S Baines and S. B. Heddles, of Edgerton, each have two acre plots growing, and the plants are now nearly six feet high. They will grow to a height of about nine feet. Mr. Baines will begin topping in a few days. The leaf is reported to be of a fine texture, equal to that grown in Connecticut, and both gentlemen are satisfied the experiment will prove a success.

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BUSINESS CHANGES, FIRES, Etc.

Connecticut.

South Manchester.—Wm. Keevers, cigar manufacturer, sold out.

Illinois.

Chicago.—Isaiah Winzey, cigars; out of business. — Wm. G. Wylie, cigars; succeeded by Wyatt & Blaisdell.

Indiana.

Elwood —Jas. H. Burgee, cigars; discontinued.

Iowa.

Cedar Rapids.—W. B. Stout & Co., cigars; dissolved.

Maryland.

Baltimore.—Alvin J. P. Tabler, retail cigars, tobacco, etc., dead.

Masachusetts.

Boston.—C. C. A. Cigar Co. incorporated, with authorized capital of $50,000.

Greenfield.—A. W. Proctor, cigars; bill of sale, $1.

North Hatfield.—C. A. Jones, of C. A. & F. P. Jones, leaf tobacco; dead.

Michigan.

Detroit.—Laura A. Smith, cigars and tobacco; purchased chat mtge., $200.—Emil Voigt. cigars and tobacco; succeeded by Laura A. Smith.

New Hampshire.

Manchester.—Albert Legrand, cigar manufacturer; sheriff in possession.

New York.

Amsterdam —M. Lamb, cigars and tobacco, sold out.

Rochester.—R. Whalen & Co., tobacco manufacturers, incorporated; authorized capital, $75,000.

Ohio.

Cincinnati.—Samuel Feevey, manufacturer of cigars and tobacco; chattel mtge. $200. —Samuel H. Smith, cigar dealer; assigned.—R. M. Wall & Co., wholesale cigars and tobacco; discontinued.

Dayton.—C. J. McCarthy, cigars, etc.; real estate mtge. $2,500; former mtge. $3,330 released. — A. E. Schmickly, cigar mfr.; succeeded by John Sweeney.

Toledo.—Christiana B. Alter, of Alter & Co., manufacturers and wholesale dealers in cigars, dead.

Pennsylvania.

Philadelphia. — Freyer & Eisenlohr, leaf tobacco; dissolved.

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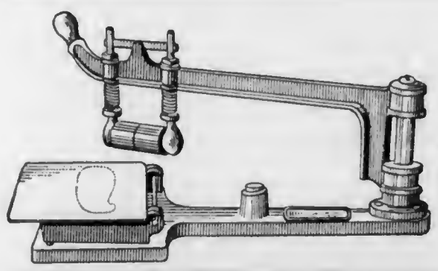

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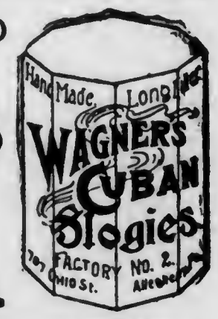

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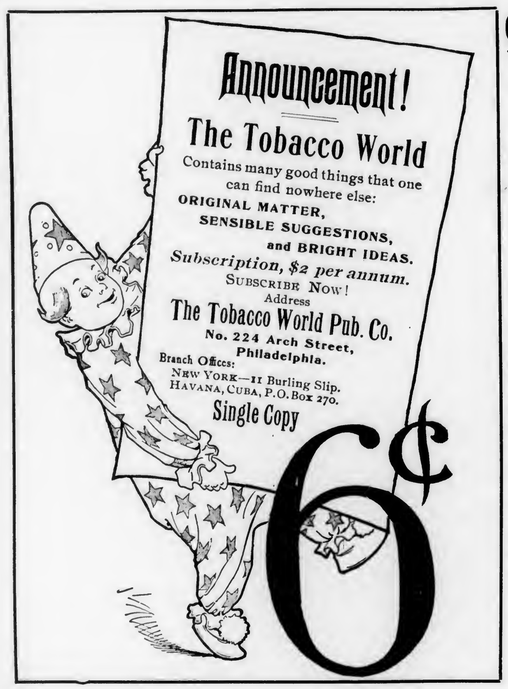

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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXXV.—"Chigwooltz and His Partisans."

By CHARLES S. MORRIS, of Charles S. Morris & Co.

"The starry Galileo did not smoke," said the corresponding member of the French Society Against the Abuse of Tobacco.

"Neither did the imbeciles who forced him to recant and who burnt his books," answered the learned tobacconist.

"Giotto's hand was steadier than that of any nerveshaken painter of our day, a slave to your filthy weed," said the corresponding member

"Pouf," retorted the tobacconist. "I can make dozens of more perfect circles than Giotto ever drew," and he proved it by sending a series of exquisitely rounded smoke wreaths out of his mouth.

"Shakespeare knew nothing of tobacco," said the corresponding member beginning on a new tack, "and who has written such poetry as he?"

"How do you know he didn't?" asked the tobacconist.

"Because he never mentioned the nasty thing," retorted the corresponding member.

"That every student knows," rejoined the gentle tobacconist, "but I suspect the great poet refrained from praising a weed which he must have loved as well as all of his boon companions at the Mermaid tavern did, out of fear."

"Fear?" asked the tobacco hater.

"Why, yes," answered the tobacconist with greater gentleness than ever, "I conceive his predicament was something like this: You see, his wife, his Ann Hathaway, must have hated tobacco, and 'tis known her good man was ever under her thumb. You remember the great puzzle about Shakespeare's second best bed, which he left to his wife in his will, don't you? Well, Shakespeare had his reasons for making that bequest, we may be sure. Perhaps it was the bed in the room to which he retired whenever he wanted a smoke, and perhaps he gave it to his wife as a sort of posthumous pleasantry."

Here the gentle tobacconist laughed quietly. But the anti tobacco man did not laugh. He was irritated, and the wild gleam in his eye showed it. He pounded his knee as he shouted:

"And what of all those great men of ancient Greece and Rome, and still more ancient Egypt and Assyria, who knew nothing of tobacco?"

"Why, I'm sorry for them, that's all," answered the tobacconist. "Just think of all the good times they missed, and how they ate too much and drank too much, with no tobacco smoke to aid their digestion. And then what beasts some of them made of themselves; for instance, Nero and Heliogabalus and a few more like them. If you wish to grasp the true difference between a civilization which knew nothing of tobacco, and a civilization which has taken the sovereign herb to its bosom, you might re read the description of Trimalchio's banquet in your Petronius, if you can lay your hands on that some what rare book, and then, by way of contrast, recall the dinner given to Prince Henry, of Prussia, by the Captains of Industry in New York in March, 1902. Then, you will get a true notion of how tobacco has helped to dignify manners. You know they smoked a lot at the Prince Henry dinner."

But the corresponding member of the French Society Against the Abuse of Tobacco was not yet beaten.

"If tobacco be the sovereign herb that you have called it, why is it that man is the only animal that loves it?" he asked.

MR. CHARLES S. MORRIS.

"Is that true, indeed?" asked the tobacconist. "If by the word animal you mean all creatures that have digestive and respiratory apparatuses, then, I can name you not one or two, but thousands of animals that love tobacco with a consuming passion beside which, man's temperate liking for it is ladylike, indeed. The species of grubs and moths and worms which feed upon tobacco make a frightfully long list, as any tobacco farmer in any part of the world will tell you. And even among the quadrupeds there are many which speedily learn to love tobacco. Every once in a while you read, in the daily papers, about a horse or dog who chews his owner's plug or fine cut.

"You folks that are always crying down tobacco," continued the tobacconist, "are all partisans of Chigwooltz, only you haven't got as much sense as he has."

"Mercy," exclaimed the tobacco hater, "and who is Chigwooltz, and in what way does he display an uncommon degree of common sense as to tobacco?"

"Chigwooltz is the frog," answered the tobacconist. "That is the name the Canadian Indians have given the creature. You know of all the amphibia, the frog is the greediest. He will swallow anything that isn't tied down and that isn't more than five times his own size. Fishermen in the Canadian waters play all sorts of games with Chigwooltz. A very common one is to dangle a piece of tobacco before him and then watch what he does with it."

"What does he do with it?" asked the tobacco hater.

"He swallows it."

"And is that all?" asked the tobacco hater disappointedly.

"Indeed no," answered the tobacconist, "it's only the beginning. Chigwooltz is a most violent hater of tobacco. He can't stomach it at all and, therefore, he unstomachs it."

"Unstomachs it?" asked the tobacco hater.

"Yes," answered this truly learned tobacconist. "That is precisely what he does. He literally takes out his stomach, just as you would take out a pocket of your coat or trousers, washes it in the stream in which he lives, calmly puts it back again and goes about his business.

"But," concluded the tobacconist, "he doesn't bore all his friends and acquaintances with longwinded speeches in abuse of a weed which he has found he does not like, but which he knows is very dear to many of them."

But at this point the corresponding member of the French Society Against the Abuse of Tobacco incontinently fled.

Next Week.—Chapter XXXVI:—"America's Overwhelming Debt to Tobacco," by Louis Hirsch, of Jos. Hirsch & Son.

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No. 119 North Third Street, PHILADELPHIA.

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AUGUST 27, 1902.

Destroy "Empties" Utterly.

Revenue agents are making life uncomfortable these days for those retail cigar dealers, who are addicted to the vicious practice of palming off domestic cigars for more expensive imported ones in refilled "empties." Presently revenue agents "will get busy" in every city in the United States, in which imported cigars are regularly on sale. Commissioner Yerkes has made up his mind to do his utmost to put an end to this fraud.

Very few retailers of cigars understand the law on the subject of the destruction of the customs and revenue stamps on boxes of imported cigars after the contents have been destroyed. The law requires that each stamp shall be "utterly destroyed."

Utterly destroyed means literally just what the words imply. The stamps may be destroyed by washing them off with a sponge or wet cloth, by scratching them off with a knife or other sharp instrument, or, and this is the best way of all, by tearing off the lid and breaking it up.

It is against the law to use "empties" upon which the two stamps have not been "utterly destroyed" for purposes of display in show windows, and every retailer who thus uses his "empties" invites a visit from a revenue agent. The penalties for having in possession, and that usually means upon the premises of the retailer, any empty cigar boxes upon which the stamps have not been "utterly destroyed" are very severe. The severest penalty is a fine of $100 and a year's imprisonment for every box of the kind mentioned. Thus the luckless New York retailer who was accused on August 15 of having in his possession, (i. e. upon premises leased by him) 3,200 imported and 600 "empties," is technically liable, if revenue agent Thompson's accusation holds good, to an aggregate fine of $380,000 and to imprisonment for 3,800 years.

The Inscriptions of 1902.

Immediately upon the conclusion of the spring inscription season in Holland, F & E. Cranz, the well-known Sumatra firm of Amsterdam and New York, sent out the following interesting review of the situation, with especial reference to the American market:

"Amsterdam, July 11, 1902.

"Up to this date 169,601 bales of Sumatra have been sold at the inscriptions, or over three fourths of the entire crop which is estimated at 217,000 bales; the remainder is to be sold at the fall inscriptions, and will yield little tobacco for America.

"The entire purchases for America at the spring inscriptions amounted to 23,000 bales. Crediting the two largest cigar manufacturing corporations in America with 9,000 bales, the remaining 14,000 bales being taken by other American buyers, we see that last year during the same period fully 11,000 bales more were taken by the independent buyers of the United States. This falling off, which is enormous, is sure to make itself felt before long, and consumers will do well to take the figures just given into account.

"The spring inscription season of 1902 has been peculiar in that the Dutch tobacco growing companies altered their time honored custom, and instead of offering their best goods at the first sales, brought much finer tobaccos under the hammer at the sales which followed. Buyers, being under the impression that the old practice was being pursued and the crop, as a whole, was an inferior one, bought at the first inscriptions for fear the later ones would contain only absolutely unsuitable goods.

"One result was that at the third inscription, when really ideal tobaccos were offered, extremely high prices were paid for it, the purchasers being confident that that was their only chance.

"As, however, the quantity of finer goods grew much larger in the fourth and fifth sales a feeling of uncertainty seized the buyers and impressed many with the belief that the market, with such a change in the character of the offering, would be flooded this year with good tobaccos. The discouraging reports regarding the reception accorded to

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1119 Market St., PHILADELPHIA

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Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

the 1901 crop in America had a very depressing effect, so depressing, in fact, that at the sales immediately following some of the best tobaccos of the year were secured by American buyers.

"The truth is that the crop of 1901 was inferior to that of the previous year in many respects. Nevertheless, there were in the 1901 crop many lots very fine in style and decidedly superior to many which were sold as good tobaccos in the previous year's inscriptions.

"The colors in the 1901 crop may not be always exactly what is desired, but the yield is excellent, and in burn and fineness of texture this crop is nothing behind the previous one.

"One of the largest of the American Sumatra buying corporations was in our opinion decidely unfortunate this year, partly because they bought at the wrong period and partly because they seemed to con fine themselves to the buying of certain marks and leaf having certain colors.

"Last year this same corporation bought only the finest goods it could find. The change in its policy resulted to the advantage of the other American buyers, who were thus enabled to secure really fine goods at reasonable prices. Therefore, the independent cigar manufacturers in America need not fear that they will be unable to secure fine Sumatras at prices which will enable them to compete with their big rivals Respectfully

F. & E. CRANZ.

The Pearl-Studded Cigar Case.

"When we got to Paris, there seemed to be an epidemic of gun-metal ornaments set with tiny pearls diamonds, or sapphires. Of these I noticed that Jimmie admired the pearl studded cigar cases and match safes most, but for some reason I wanted to make my purchases in London, which was one of the most foolish things I ever have done in all my foolish career; and right here let me say that there is nothing so unsatisfactory as to postpone a purchase, thinking either that you will come back to the same place or that you will see better further along, for in nine cases out of ten you never see it again.

"When we got to London, Bee and I put on our best street clothes and started out to buy Jimmie his birthday present. We searched everywhere, but found that all gun-metal articles in London were either plain or studded with diamonds. We couldn't find a pearl. Finally, in one shop I explained my search to a tall, heavy man, evidently the proprietor, who had small green eyes set quite closely together, a florid complexion, and hay-colored side whiskers. His whiskers irritated me quite as much as the fact that he hadn't what I wanted. Perhaps my hat vexed him, but at any rate he looked as though he were glad he didn't have the pearls, and he finally permitted his annoyance, or his general British rudeness, to voice itself in this way:

"Pardon me, madam," he said, "but you will never find cigar cases of gun metal studded with pearls, no matter how much you may desire it, for it is not good taste."

I was warm, irritated, and my dress was too tight in the belt, so I just leaned my two elbows on that show case and I said to him:

"Do you mean to have the impertinence, my good man, to tell two American ladies that what they are looking for is not in good taste, simply because you are so stupid and insular as not to keep it in stock? Do you presume to express your opinion on taste, when you are wearing a green satin necktie with a pink shirt? If you had ever been off this little island, and had gone to a land where taste in dress, and particularly, in jewels, is understood, you would realize the impertinence of criticising the taste of an American woman, who is trying to find something worth while buying in so hopelessly British a shop as this."

"Now, my good man," I added, taking up my parasol and purse, "I shall not report your rudeness to the proprietor, because doubtless you have a family to support, and I don't wish to make you lose your place, but let this be a warning to you never to be so insolent again," and with that, I simply swept out of his shop. I seldom sweep out. Bee says I generally crawl out, but this time I was so inflated with an unholy joy that I recklessly cabled to Paris for Jimmie's pearls, and to this day I rejoice at the way that man covered his green satin tie with his large, hairy red hand, and at the ecstatic smiles on the faces of two clerks standing near, for I knew he was the proprietor when I called him "My good man." — From "Abroad with the Jimmies," by Lillian Bell.

A Gorgeous Cigar Case.

One of the handsomest cigar cases ever made was recently presented to an officer of high rank in the Austrian army by the present Czar of Russia. It is of gold, with the Czar's face done in Russian enamel, surmounted by the imperial crown in diamonds.

ESTABLISHED 1844
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HAVANA, CUBA
Bankers and Commission Merchants

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THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

A Sampler's Views on Sampling.

Office of RUSCHER & CO.
Tobacco Inspectors,
149 Water Street,
NEW YORK, Aug. 22, 1902.

DEAR MEDICINE MAN.

The sampling of natural sweat domestic cigar leaf, now so general in the middle of August, is in my opinion, a mistake. Samples drawn in August will not faithfully represent the contents of a case of tobacco Tobacco sampled in August, while still in a state of fermentation, is apt to be flabby, warm and too sensitive. If sampled in the middle of September, after the natural fermentation has ceased, it would be greatly to the advantage of the owner of the tobacco, because then the sample would be truly representative.

The practice of sampling early has come into vogue of late years in compliance with a supposed demand from buyers and 'lookers."

During the four weeks between the middle of August and the middle of September tobacco colors up more evenly That which is sampled in the middle of August is apt to be raw and of uneven colors. Moreover, tobacco sampled in August is apt to be damaged. In the process of cooling off, after the early sampling has been done, lurking defects in the tobacco may become apparent and hence difficulties and disputes occasionally arise between buyer and seller and inspector, and although this danger is foreseen by the sampler he has to sample the tobacco as he finds it, notwithstanding the fact that he is unable to make any prediction as to how the tobacco will turn out after the fermentation process is finally completed.

Please bear in mind that in what I have just said I have been speaking altogether of natural sweat tobacco. The time is not far off, I think, when all Eastern tobaccos, and possibly also the tobaccos of all the leaf growing states, will be force sweat, for the simple reason that force sweating takes out all the surplus moisture in a very short time. Force sweating costs less than natural sweating, because it obviates many dangers the natural sweat leaf is subject to.

If we have a good hot summer, the moisture in natural sweat tobacco goes off between May and September. In such a summer as we have had this year a great deal of the moisture is retained and is apt to cause mold. In the natural sweat tobacco sampled this August inspectors found a great deal of moisture, but the force sweat leaf was found to be healthy and in very good condition. A considerable number of tobacco people think that force sweating hurts the quality of the tobacco It only does that if the force sweating is done by those who do not thoroughly understand it. But the sampling of force sweat tobacco should not take place before September either, because even when it comes out of the sweat it has still to undergo natural conditions. FRANK RUSCHER.

***

The Refilling of "Empties."

NEW YORK, August 21, 1902

DEAR MEDICINE MAN:

I have just finished reading the very complete and interesting account of the great cigar box refilling case published in this week's Tobacco World.

It seems to me, since club servants are the source of the supply for the market in 'empties,'' that there is a very simple way of putting an end to this nuisance, and this means is directly in the hands of the house committee of every wealthy club in New York and elsewhere. The house committee of every club in which imported cigars are sold doubtless keeps a record of every box turned over to the steward, or whatever other club employe who sells the cigars to members or their friends. Now, all that the house committee has to do in order to make sure that club "empties" will not find their way into the market is to require the return of these boxes as soon as they are emptied. To reduce each of them to splinters would be the work of a second, a mighty good work too, and one which, moreover, should be dear to the heart of every member of every wealthy club, because it is these very gentlemen who are the largest buyers of imported cigars not only at their clubs, but at the cigar stores. I am quite sure that none read the accounts of the seizure of "empties" at 296 Broadway by revenue agent Frank G. Thompson, which were published in the New York morning papers of August 15, with more direct interest than did that important class of the community—important, I mean, by reason of its wealth and intelligence—which is in the habit of smoking imported cigars. Those of them who usually buy their cigars at a retailer's must have felt that they were on very uncertain ground indeed, for some of the daily papers made it appear that the practice of substituting cheap domestic cigars for expensive imported ones was a common practice throughout New York. This, you will permit me to say, is apt to work a great injustice to very many retailers. I am myself a retailer, and I handle as many imported cigars, I think, as any man in the business. My interest in writing you is, therefore, a personal one. I cannot afford to have my customers think they are not getting just what they call for in my store.

You will oblige me by bringing this letter directly under the eye of the house committee of every club in New York in which cigars are sold. If the house committees will act upon my suggestion and will see to it that all emptied cigar boxes are broken up, they will do a genuine service not only to their own members while upon club premises, but also to the retail cigar dealers and the public in general. To the extent that they do their work faithfully the house committees will aid to swell the incomes of Uncle Sam, of the cigar manufacturers and cigarmakers of Cuba, of the tobacco growers and packers of that island, of the cigar importers and cigar dealers of the United States, of the label lithographers, cigar box makers and others too numerous to mention. L. M L.

The Answer.

My correspondent is hereby advised that a copy of his very valuable communication as above printed has been sent to the house committee of each of the following named clubs in New York city: Aldine, Alpha Delta Phi, American Dramatists, Arion, Calumet, Catholic, Century, Coaching, Colonial, Criterion, Delta Kappa Epsilon, Delta Phi, Delta Psi, Democratic, Down Town Association, Drug Trade, Engineers', Freundschaft, Garrick, German, German Liederkranz, Gilsey, Harlem, Harmonie, Harvard, Hide and Leather, Hoffman, Holland Society of New York, Knickerbocker, Knickerbocker Athletic, Lambs', Lawyers', Lotos, Madison. Manhattan, Mendelssohn Glee, Merchants', Metropolitan, Military Club, New, New York, New York Athletic, New York Yacht, Ohio Society, Old Guard, Paint, Oil and Varnish, Players, Progress, Psi Epsilon, Racquet and Tennis, Reform, Republican, St. Anthony, St. Nicholas, Salmagundi, Tennis, Union, Union League, United Service, University, Uptown Association, West End, Western Society, Wool, and Zeta Psi.

I think L. M. L.'s suggestion a remarkably sensible one, and I feel sure the clubs will adopt it. I shall be pleased to hear from the clubs on this subject. THE MEDICINE MAN.

Mahorka in a Mujik's Pipe.

The Solace Tobacco Gives the Russian Peasant Described.

LONDON, Aug. 10, 1902.

Dear Quakers and Knickerbockers.

It was not my fortune to be one of King Edward's guests at dinner last night. I should like to have been there, if only for the purpose of seeing whether the King enjoyed his after dinner cigar or not. I have already told you how the King's lieges of London had a glorious coronation day, and how, for once in its history, London smelt of good cigar smoke. I am now going to tell you of a class of smokers who, I think, love tobacco with a more passionate devotion than any other class of people in the world, those of Cuba not excepted. I mean the mujiks or peasants, of Russia. It is not true that every working man in Russia is a slave to brandy. The brandy drinkers you will find in the large cities. I have seen many of them and I am quite sure that the Russian drunkard is the most repulsive of all drunkards. The agricultural classes of Russia are usually very devout members of the Greek Catholic church, very hard working, very self denying, and, all recent reports to the contrary notwithstanding, very loyal to their Czar. Those travelers who represent that the Russian peasants are stupid, have either not studied them very closely or are themselves obtuse. Russia is an enormous producer of cereals of many kinds, and the only reason she doesn't produce wheat enough to supply the world, or very nearly so, is that her system of land tenure is bad. Most of the agricultural lands of Russia are cultivated, not by the owners, but by tenants who have no especial interest in them. These tenant farmers merely scratch the surface of the fruitful earth, instead of developing its resources to the

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Angeles 10, HABANA.

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P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. Habana, Cuba
Cigar Department Manager, EDMUND WILL

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JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

fullest possible extent, as they would do were they the owners of their acres.

Possibly the feeling that they are liable at any moment to be ordered from their farms is responsible for the melancholy which is apparent in the countenance of every Russian peasant. Now, your melancholy man is apt to be a heavy smoker. At least this is the almost universal rule in the rural districts in Russia. Most Russian farmers grow their own tobacco and make their own pipes. Their name for the tobacco which they grow, and which is similar to that grown in the German palatinate, is "mahorka." I don't know the etymology of the word. The pipes smoked by Russian farmers are made by their own hands out of curly birch, a wood which is very common in Russia.

I smoked many pipefuls of mahorka during my short stay in Russia this past summer. I am free to say I like this tobacco greatly, but I like the Russian mujiks very much better. They are a simple, God-fearing, law-abiding class, and if they love their Czar half as well as they love their mahorka, all I have to say is that Nicholas II is a very lucky young monarch.

BENJAMIN FRANKLIN VANASTER.

La Integredad's New Home.

Charles S. Morris & Co., proprietors of the famous La Integredad clear Havana cigar factory, are now comfortably installed in their new and remarkably well lighted factory at 131-133 135 Duane street, New York. The factory occupies the three upper floors of a large building with a floor space of seventy-five feet each way. On their working floors the firm can accommodate from 350 to 400 cigarmakers.

Charlie Morris started out for a three months' trip to his Western trade as far as the Pacific coast, on Sunday last. This is the trip upon which he had started several months ago, but from which he was called home because of the uselessness of booking further orders, in face of the fact that with the limited capacity of the firm's old factory it was impossible to fill the orders then on hand.

Imported (?) Quillos.

It is a singular fact, although Americans are known to be the most inventive of people, that every successful American innovation is instantly set down by most Americans as an imported article. A recent instance is Joseph Kraus' Quillo. A wealthy New Yorker to whom a Quillo was given by a friend the other day, is going around now telling folks what a fine new imported cigar it was. He didn't known the name of it and so he identified it to his friends as the cigar with "a quill in the middle." His enthusiastic praise of the cigar has created quite a demand for the Quillo brand in that portion of the city in which this gentleman has his home.

J. S. Murias y Ca. Absorbed.

The famous cigar manufacturing firm of J S. Murias y Ca., of Havana, has been absorbed by the Havana Tobacco Company, and has been incorporated under the New Jersey statute, and under the old firm name, with a capital of $1,500,000. The articles of incorporation provide for the appointment of a board of directors, who may fix and vary the sum to be reserved for working capital, acquire, transfer, mortgage, pledge or otherwise dispose of shares of capital stock, bonds or other evidences of indebtedness created by any other corporation, and guarantee dividends on shares of capital stock of any corporation in which the Murias corporation has an interest.

"Journeys End in Lovers Meeting."

The old United States Hotel, which has stood at the corner of Water and Fulton streets, in New York city, in the heart of the tobacco district, for over three-quarters of a century, is being dismantled and will presently be torn down altogether, to make room for a more modern building.

Nearly every man who has had occasion to pass the old hotel while the work of demolition has been going on has cast his eyes upon it and remarked with a sigh:

"My, my, what lovers' meetings those rooms have seen!"

Walter H. Lazar Laid Up.

Walter H. Lazar, of Sutter Bros ' traveling staff, is laid up at the Hotel Leland in Atlantic City with an injured foot. His doctor has assured him that he will be able to be out and about again by the end of this week.

A. M. SHEPP,
Leaf Tobacco Broker
P. O. Box 108,
York, Pa.

A. Moeller. S. H. Friedlander. C. M. Wintzer, Jr.

Adolfo Moeller & Co.
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Joseph Hirsch & Son
8. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH NEW YORK.

Starr Brothers
IMPORTERS
AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

Jos. Kraus' Cashier Robbed.

Bold Ruffians Get Away with the Weekly Pay Roll.

Miss Minnie L Klein, cashier for Joseph Kraus, of 535 537 539 East Seventy fifth street, New York, manufacturers of the Quillo and Peekolo and other brands of cigars, was robbed of $887 in the factory building at noon on August 23 The money had been drawn from the Nineteenth Ward Bank for the purpose of paying off the hands in the factory.

Miss Klein has been in the habit of drawing money from the bank for the purpose named for the past two years. Mr. Kraus had frequently counseled her to take an escort with her, but she had uniformly gone unattended. The Kraus factory is right on the East river.

MISS MINNIE L. KLEIN.

The neighborhood is infested with young men who never work and who hang around the saloons that are very plentiful in that section of the city. It is surmised that certain of these were posted concerning Miss Klein's Saturday business At any rate two shabbily dressed smooth faced, under sized young fellows, whom Miss Klein is confident she could identify, accosted the young lady as she reached the head of the first flight of stairs leading to the factory, which is on the third floor of the building, and asked her the name of the occupant of the rooms on the second floor Before she could reply one of the ruffians seized the roll of money Miss Klein carried in a piece of brown paper and thrusting it into his pocket, escaped with it down the stairs His confederate stifled Miss Klein for an instant and then he too broke away and escaped. In his hurry the first man dropped $87 which was afterward found.

Miss Klein, recovered almost instantly from the attack of which she had been the victim and gave chase. She did not succeed, however, in overtaking either of the robbers.

Mr. Kraus, who is summering at Arderne, L. I., was not in New York on August 23 He was made acquainted with the robbery and came at once to the factory. It was too late to get money from the bank then and at first the 160 or more employes feared that in robbing Mr. Kraus the thieves had for the time being robbed them of their Saturday night's wage. But there was found to be enough money in the safe to pay all of the employes in part. Mr. Kraus acted most kindly toward the grief stricken little cashier He told the girl she could not possibly be blamed and that he felt only sympathy for her.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

IF YOU HAVE ANYTHING to offer that can be used by a cigar manufacturer to any advantage, we wish to correspond with you. We are about to get out a new catalogue, and can dispose of large quantities of such goods if we will advertise them. Let us know what you have to offer. Address CIGAR MAKERS' SUPPLIES, Box 103 care of The Tobacco World, Phila. 8-27

CIGAR FOREMAN, skilled and Experienced in all branches, wants position to take entire charge of factory, hand-work or otherwise, city or country. Speaks German and English. Exceptional reference from last employer and others. Address FOREMAN, Box 101, care of The Tobacco World, Phila. 8-27

WANTED—A first class Salesman, to sell good retail trade in Pennsylvania and New Jersey. To the right party liberal inducements will be offered. Address, with reference, L, Box 106, Care of The Tobacco World, Philadelphia. All communications confidential

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO., Lancaster, Pa.

AN EXPERIENCED AND SUCcessful salesman desires to represent a factory in Philadelphia and suburbs or the South; salary or Commission. Address, SALESMAN, Box 104, care of The Tobacco World.

FOR SALE —Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

WANTED – Leaf Tobacco Salesman, acquainted with Philadelphia trade; experienced preferred; good chance for right party. Address LEAF HOUSE, Box 102, care of The Tobacco World. 1t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

TEN JOHN R WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia. 8-6 tf

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

SUMATRA TOBACCO UNDER SHADE IN PENNSYLVANIA.

Several experiments in raising Sumatra tobacco under shade are being made this year in Pennsylvania, for the first time.

The most important of these are by the Agricultural Department of the State, on a plot of ground at Marietta, Pa., donated for that purpose by Dr. Alexander, the owner of the ground, and another, an individual enterprise, conducted by I. B. Hostetter, of the York Standard Leaf Co , of York, Pa., on an island in the Susquehanna River known as Hartman's Island, and situated immediately opposite the town of Bainbridge, in Lancaster county, which was leased for the purpose from Jacob Doll, a cigar manufacturer at Saginaw, York county, the owner. Both are being conducted under the New England method.

Shade-Grown Sumatra Raised by Mr. I. B. Hostetter, York, Pa.

The experimental station crop is being supervised by M. L. Greider, an experienced tobacco raiser, who resides at Mount Joy, while Mr. Hostetter is being materially aided by Luther M. Case, an extensive grower and dealer in Connecticut tobacco, who lives at Winsted, Conn.

By special invitations, a visit was made to the Hostetter experiment at Bainbridge on Saturday last, by a number of leaf men, growers and others. All were much interested in what they saw, and well repaid for the time spent in the visit. The area of the enclosure is about three-quarters of an acrea, and the height of the tent is nine feet. The rows, which run length-wise through the patch, are thirty-two inches apart, and the plants in the rows twelve inches apart.

The advantages claimed for tent grown tobacco seem apparent as soon as one gets inside. The atmosphere is not only warmer, but remains much more moist, as well as more uniform.

The plants were raised from Sumatra seed by Mr. Hostetter, and the cloth with which the tent is covered was procured in Connecticut and is the same as is being used there. The plants were set out from June 1st to June 20th, and on August 8th measured from 8 to 10 feet in height, and have upwards of twenty perfectly developed leaves to the stalk. The occasion of our visit marked the beginning of the cutting season, which will last several weeks, depending largely upon the maturing of the leaves.

Mr. Case demonstrated to the interested visitors the methods employed in New England in housing tent grown tobacco. The patch is gone through daily by an experienced hand or hands, who remove from the stalks such leaves as are found to be sufficiently ripe, which are placed in small piles on the rows, after which a boy passes through the rows, and places in a specially made basket the small piles of leaves very carefully, so as to not break or otherwise injure the leaf, and takes them outside of the tent, where the baskets are placed on tables where girls are at work in

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1,
TAMPA, FLA. NEW YORK.

ARGUELLES, LOPEZ & BRO.

Manufacturers of
Finest
Havana
Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I. M. JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

FRAZIER M. DOLBERR. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182. 186. 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N.Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.

The Thos. E. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co: Conway N Y : W C. Sleight.

Bridat, Mont'Ros y Ca
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat *Post Office Box 310.*

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

BROTHERHOOD CUT PLUG *Highest Grade*
Is now sold by over **600** Retail Dealers. **Strictly Union Made.**
The Hoch Tobacco Co.
Office, 248 N. 8th St., Philadelphia.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

UNION BUTTS
Trade-Mark
THE WORLD'S BEST CHEW.
"Good Stuff" CLEAN COARSE Carefully Selected STOCK *SWEET*
UNION MADE
The M. H. TAYLOR TOBACCO CO.
Mfrs. of all kinds of **Natural Leaf and Sweet Tobacco**
READING, PA.
Correspondence invited with Wholesale and Jobbing Trade. Free Samples to Responsible Houses.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

Quillo, 10c; Peekolo, 5c
PATENT APPLIED FOR.
JOS. KRAUS, Manufacturer,
535, 537, 539 E. 75th St., NEW YORK

stringing the leaves on laths, each lath containing about 200 leaves, and which are always strung "face to face," and so on, after which they are hung on rafters in the barn for curing.

The crop which we had the pleasure of visiting to-day shows up remarkably well for quality. The leaves are thin and clean in every respect, and possess every indication of producing a large percentage of light wrappers. Spots are developing beautifully and perfectly. The leaves are also practically free from rust.

It is believed that this tobacco can be successfully raised in Pennsylvania by carefully selecting the soil. The soil in this case seems peculiarly adapted to the purpose. Many of those present who had visited other crops were free to admit that this was the finest crop they had yet seen. It is expected that the crop will produce from 900 to to 1,000 pounds.

in a corn roasting such as the average visitor never before participated in.

Refreshments and beverages of all kinds were abundant. In fact, the genial host had left nothing undone to furnishing a complete and enjoyable outing.

During the course of the afternoon a social game was played by John F. Heiland and E W. Bittner, Harrison Shirk and I. H. Weaver. Heiland and Bittner claim to have been the successful contestants. The game in Lancaster county is known as "Hausenpfeffer."

Following is a list of those present:

Leaf Men.—I. B. Hostetter, Jay S. Hostetter, Walter B. Hostetter, Luther M. Case, Wm. DeHaven, J W. Gillespie, John F. Heiland, John B. Litch, H. S. Meiskey, W. F. Patterson, A. M. Shepp, H. G. Shirk, J. H. Shirk, I. H. Weaver, E. L. Zercher.

A Group of the Visitors.

A Good Day's Outing.

Aside from the pleasure and interest in the new tobacco Mr. Hostetter's generous hospitality was also indulged in to its fullest extent. A diversity of amusements was to be had, such as boating, fishing, (excellent fishing), cards, etc.

A novel feature of the entertainment was the New England clam bake, and also a corn roasting. Head chef "Case" had full charge of the clam bake, and certainly acquitted himself admirably, and thanks to the veteran John B. Litch, of Harrisburg, Pa., whose camp life experience while a soldier in the Civil war, where he served in the 150th P. V., stood him in good stead in this instance, and resulted

Cigar Manufacturers:—D. H. Beecher, York; Edw. Bittner, Columbia; Isaac Campbell, Lancaster; J. W. Craig, Freeport; Jacob Doll, Saginaw; Amos Druck, York; D. G. Eyster, York New Salem; S. L. Gross, of La Buta Cigar Co., York; D. B. Goodling, Loganville; G. W. A. Hankey, York; S. R. Kocher, Wrightville; H. S. Lehr, York; W. H. Myers, Red Lion; E. H. Neiman, Thomasville; J. A. Nimlow, Lancaster; W. H. Raab, Dallastown; H. G. Stabley, Spry; W. M. Shook, with Baer-Sprenkle Co., West Manchester; T. B. Smith, Bainbridge; C. D. Sprenkle, Stony Brook; T. W. Waughtel, Emigsville.

Tobacco Growers.—W. J. Rohrer, N. J. Rohrer, Christian L. Herr, S. W. Sykes, J. M. Gable.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco** AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

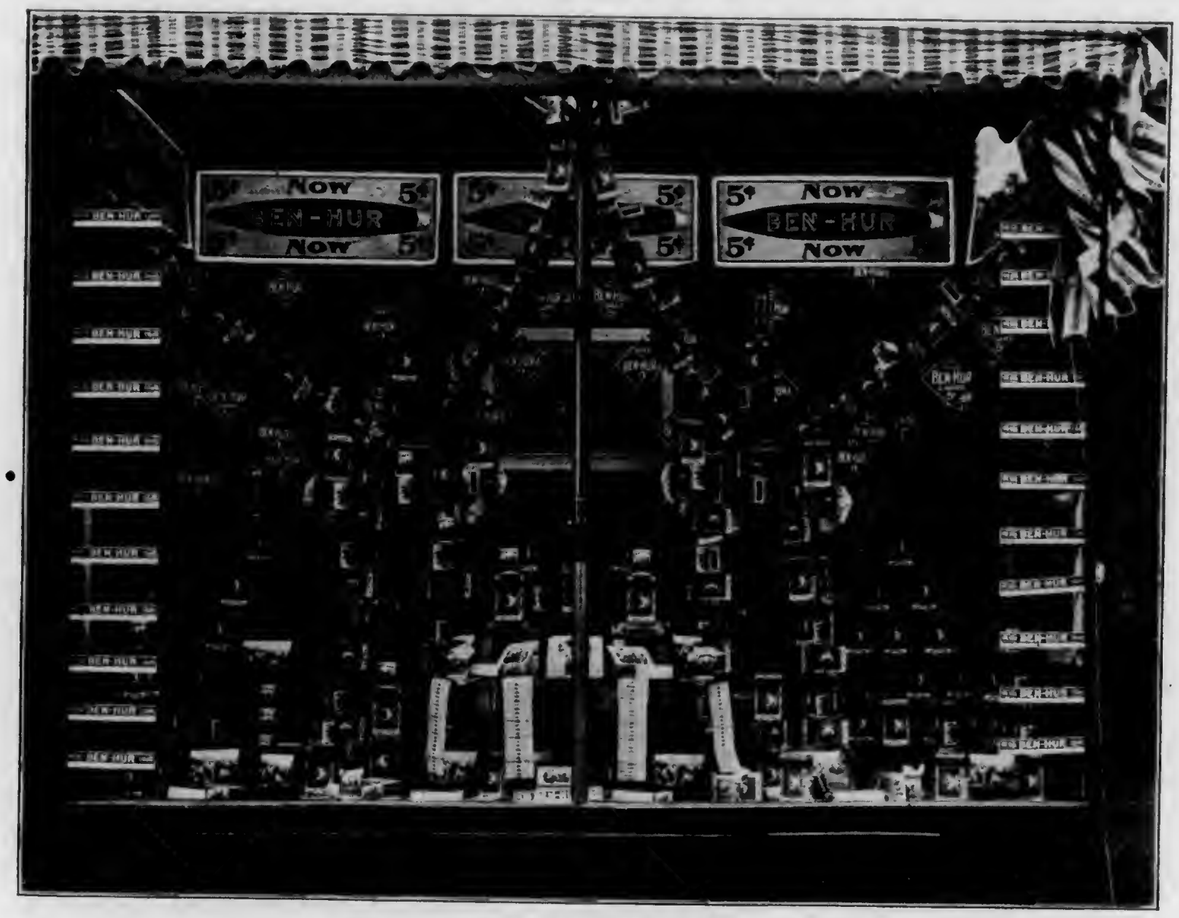
142 Water Street, NEW YORK.

Other Visitors.—Jas. Kauffman, Allen Kauffman, C. F. Nagle, Jas. A. Winslow, Marcellus Kauffman, G. E. Gentzler, H. E. Druck, Geo. Blessing, Michael Schall, J. H. Tyson, J. B. Nagle, H. N. Harr, Nathan Druck.

A Unique Window Display.

The accompanying illustration is a half tone reproduction from a photograph of a unique window display made at the store of the Powers Mercantile Co., Minneapolis, Minn., of the Ben Hur 5 cent cigar, manufactured by Gustav Moebs & Co., of Detroit, Mich. This display was made under the personal supervison of Mr. C. E Walters, manager of the cigar department of the Paris-Murton Co., who are the northwestern distributors of the Ben Hur brand. We are informed that this is the first effort in the line of window displays that has been undertaken by Mr. Walters, and it will be at once observed that it is an admirable success. We hope that it will serve as an object lesson to many others who could profitably follow the footsteps of Mr. Walters.

—William H. Kildow, the well-known cheroot manufacturer of Tiffin, O , denies that he is connected with the recently organized United States Cigar Company.



WINDOW DISPLAY IN MINNEAPOLIS.

Tobacco Culture in Wisconsin.

Just how far in the northern counties of the state tobacco culture can be successfully extended is yet a question to decide, says the Edgerton Tobacco Reporter. C. S Curtis, of Wassau, thinks it can be done beyond the middle of the state. In a recent interview he says: "The soil upon which the pines grew is good for more things than is supposed. We are proud of our fine grasses and pasturage and of the stock that is bred on them and we are proud of the other things we are raising. Now we have tried tobacco, which is generally thought of as a southern crop, and our soil, you know, is still regarded by many as an arctic soil. Experiments have shown that tobacco grows well in the soil, and we are trying now to see if it is a safe and paying crop.

Established 1855
J. T. DOHAN — W. H. DOHAN

DOHAN & TAITT

Being Prominent and Direct
Importers and Packers
You can always find a complete and varied supply of the following

TOBACCOS

HAVANA
SUMATRA
WISCONSIN
PENNSYLVANIA
CONNECTICUT
YORK STATE
ZIMMER
DUTCH

From which to make selections, and purchase at Rock Bottom Prices. Samples sent on application.

DOHAN & TAITT,
No. 107 Arch Street,
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Warehouses:
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
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DOHAN & TAITT

Careful Selections by Competent Buyers make
Our Imported Goods
The Equal of Any offered upon the market

Note a few of Our Brands:

The Latest Improvements and Unqualified Facilities of our New Warehouses Place our Domestic Goods in the Front Rank as Packers

Correspondence Solicited.

WISCONSIN
CONNECTICUT
DUTCH

YORK STATE
PENNSYLVANIA
ZIMMER

Prices Reasonable — Samples Sent on Application.

Warehouses:
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DIRECT IMPORTERS AND PACKERS

DOHAN & TAITT,
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Established 1855
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DOHAN & TAITT

Prominent and Direct
LOOK! Importers and Packers
The Best Hand to Draw From.

We Hold All These. You are Sure of a Safe Deal.
Prices The Lowest and Bound to Draw a Winner. Samples sent on Application.

DOHAN & TAITT,
No. 107 Arch Street,
Philadelphia, Pa.

STOP!
Presume you noticed our Ad's in the issues of June 4th, 11th and 18th. There is still in stock
The Finest Selections
—OF—
IMPORTED and DOMESTIC TOBACCOS

WE KNOW THEIR QUALITY.
Have you made their acquaintance, or written for samples? Do not delay! They are cheerfully forwarded; besides,
We seek Your Opinion and Trade.
Our Prices are Right—The Lowest consistent with Quality.

DOHAN & TAITT,
No. 107 Arch Street,
Philadelphia, Pa.

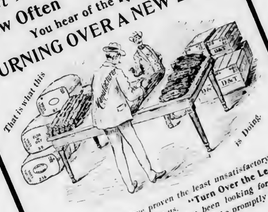
Warehouses
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

Established 1855
J. T. DOHAN — W. H. DOHAN

Established 1855
J. T. DOHAN — W. H. DOHAN

DOHAN & TAITT

Direct Importers and Packers
How Often
You hear of the Resolution,
"TURNING OVER A NEW LEAF"



If your Cigars have proven the least unsatisfactory to you or your customers, call upon us. "Turn Over the Leaf" and secure the "EUREKA" you have been looking for. If you cannot call, write for samples, which will be promptly forwarded, with the Lowest Quotations.

DOHAN & TAITT,
No. 107 Arch Street,
Philadelphia, Pa.

Warehouses
Janesville, Wis.
Sun Prairie, Wis.
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Baldwinsville, N. Y.

Established 1855
J. T. DOHAN — W. H. DOHAN

DOHAN & TAITT

Direct Importers and Packers

To THE FACT
That we are offering the Best Selections of
Imported and Domestic Leaf Tobacco
Wide Awake "MANUFACTURERS" have already Discovered This.
If you are too lazy to call, write for samples.

DOHAN & TAITT,
No. 107 Arch Street,
Philadelphia, Pa.

Warehouses
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

WE TAKE IT FOR GRANTED
That you noticed our Ad's in the past month's issues.
We have endeavored each time to put before you something

ATTRACTIVE

As this Cut Indicates

We Trust Our Efforts Proved Satisfactory.
Our "Motto" in Business—When You Call Upon Us or Ask for Samples,
We Place Before You
Attractive Selections
IN
Imported and Domestic LEAF TOBACCO
AT
Attractive Prices
So that YOU, after Purchasing, MAY REAP THE ADVANTAGE.

DOHAN & TAITT,
No. 107 Arch Street,
PHILADELPHIA, PA

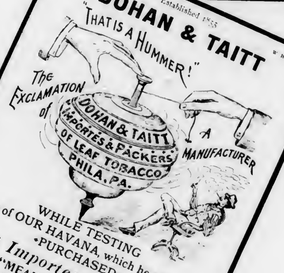
Warehouses
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

J. T. DOHAN — Established 1855 — W. H. DOHAN

Established 1855
J. T. DOHAN — W. H. DOHAN

DOHAN & TAITT

"THAT IS A HUMMER!"



WHILE TESTING
A Vega of OUR HAVANA, which he afterward
"PURCHASED."
Direct Importers and Packers
"MEANS SOMETHING"
You Buy from First Hands! — *Ground Floor!*
A HINT TO THE WISE IS SUFFICIENT.

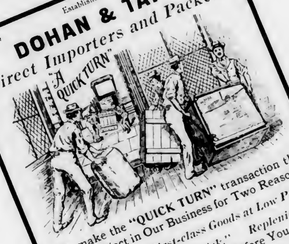
DOHAN & TAITT,
No. 107 Arch Street,
Philadelphia, Pa.

Warehouses
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

Established 1855
J. T. DOHAN — W. H. DOHAN

DOHAN & TAITT

Direct Importers and Packers
"A QUICK TURN"



We make the "QUICK TURN" transaction the Prime Object in Our Business for Two Reasons:
1st—*To give you First-class Goods at Low Prices.*
2d—*To "Turn" stock "Quick." Replenish and thereby Keep Continually Before You the*
FINEST SELECTIONS
OF
Imported and Domestic Tobaccos

DOHAN & TAITT,
No. 107 Arch Street,
Philadelphia, Pa.

Warehouses
Janesville, Wis.
Sun Prairie, Wis.
Mountville, Pa.
Baldwinsville, N. Y.

Established 1855
J. T. DOHAN — W. H. DOHAN

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

INDOOR

EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
222 and 224 Pearl St.
W. J. BAILEY, Manager. READING, PA.

OUTDOOR

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

SPECIAL SELLERS.

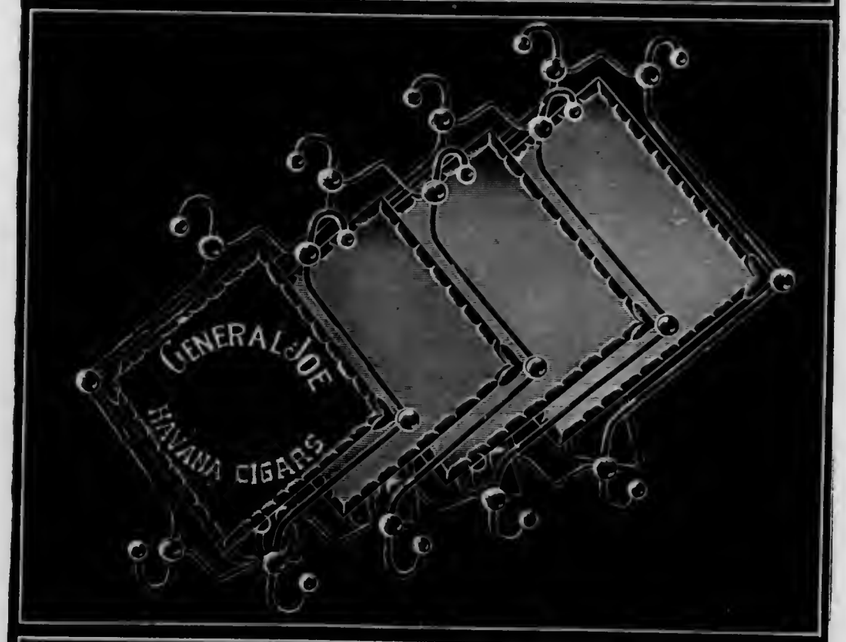
Our **GOO-GOO** 3-Cent **Cigars**

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock. If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,
LITITZ, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR GATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
~TOILET MIRROR NOVELTIES.~



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56.	Style 57.	Style 58.	Style 59
Mirror	6 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$65.00	$85.00	$105.00	$125.00

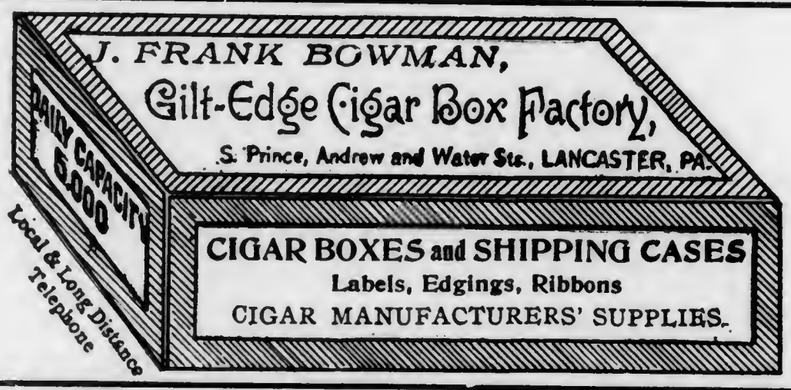
SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

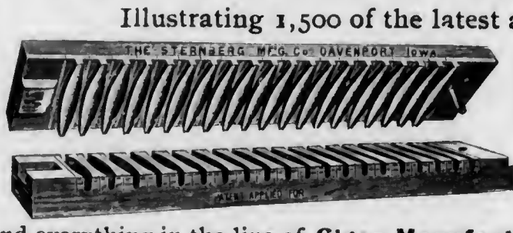
518-520 Seventh Ave., PITTSBURG, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.


J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 6,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the latest and up-to date



CIGAR MOLD SHAPES

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer.
We can save you money and please you at that.
The Sternberg Manufacturing Co.
1702-12 W. Locust St. Davenport, Ia., U.S.A.

Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

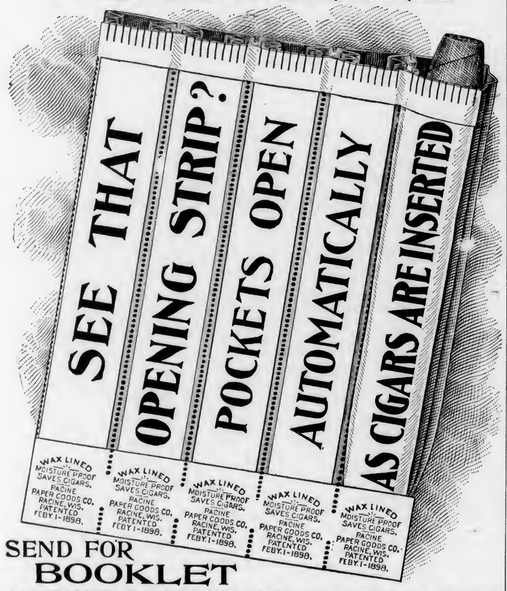
We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.



SEND FOR BOOKLET

ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.

COANE & PATTERSON, 105 S. 13th St., Phila. Representatives.

If it so proves Marathon County will become a good tobacco county. The growing of tobacco is a great industry in Wisconsin and year by year the crop reaches further north. Marathon County is the farthest north they have dared to try it as a crop, although some choice leaf was ripened in a garden as a flowering plant at Ironwood several years ago. We are filling up the country up north and every new thing we find to grow with profit helps us just that much in developing the country. People ought to come up in the valley and see just what we can do."

Meyer Greenwald

Wanted on a Charge of Counterfeiting Labels.

The Cincinnati police are going to try to extradite a man charged with a misdemeanor. Meyer Greenwald, formerly a cigar manufacturer in that city, is locked up at Chicago and being held for the local authorities. He is wanted on a warrant charging him with using the counterfeit of union labels on his cigar boxes. The warrant was issued more than a month ago, by request of members of the Cigarmakers' Union. Greenwald left the city before the police got to him, but was located in Chicago and his arrest requested. He refuse to return without requisition papers, and will probably have a lawyer making a fight for him.

THE FLATIRON BUILDING.

The "Royal" Puzzle.

The Royal Cigar Co., of New York city, which will open a retail store in the famous Flatiron Building, at Broadway and 23d street, on October 1, and which is also the lessee of the high-priced little building at the southwest corner of Broadway and Thirty-fourth street, will probably soon disclose its identity. This has been a secret which has

kept tongues wagging in New York for a number of months past. The Tobacco World is able to assist in the elucidation of the mystery. The Royal Cigar Company is not

The United Cigar Stores Co.,
The United Cigar Manufacturers,
The Universal Tobacco Company,

Nor The Imperial Tobacco Company of England, and the landlord will probably not have to go many blocks below Eighteenth street on Fifth Avenue to collect his rents.

Sumatra by the Noordam.

The steamer Noordam, of the Holland-American line, reaching New York from Rotterdam on August 23, had on board the following consignments of Sumatra:

	Bales
H. Duys & Co.	228
United Cigar Manufacturers	211
A. Blumlein & Co.	94
F. & E. Cranz	50
E Spingarn & Co.	31
Herz Bros.	10
Simon Auerbach & Co.	1
Order	179
Total	804

Phila. Cigar Factory Raided

A mystery which has long baffled the Internal Revenue officials was solved last Saturday when Pasquale Cape Blanco, a cigar manufacturer of 736 South Seventh street, was arrested, and 12,000 cigars, nearly 4,000 pounds of tobacco, eighteen barrels of wine and twenty-five cases of beer were confiscated by the Federal authorities.

Collectors had long known that the down town districts were flooded with cheap cigars, on which no tax had been paid. They now believe that the head of the illegal business has been caught.

Collector William McCoach led the raid on Blanco's place, and with him were James H. Wilkes, chief deputy collector, and Deputies John B. Friel and Thomas J. Erbe.

Just before noon the men entered the cigar store, and found Bianco with eight cigarmakers at work The proprietor at first showed fight, but in a another moment or two submitted.

Bianco's last statement showed that he had manufactured but 1800 cigars a month since January 1, but the deputies say he has put out 200,000 since that date.

The raiders found that Bianco had leased the third floor of the house adjoining his shop as a store house for unregistered cigars and tobacco and racks containing thousands of drying cigars were found. In the cellar they discovered the wine and beer. It is said that the man has kept a speak easy.

Commissioner Craig held the accused in $800 bail for a further hearing on Tuesday The charge is selling liquor without a license and cigars without paying the tax

Marietta Warehouse Burned.

The tobacco warehouse of W. Percy Paules, at Marietta, Pa., was destroyed by fire on Monday morning, causing a loss of about $3,000. The origin of the fire is not known.

United Cigar Stores Co. Enter Philadelphia.

The United Cigar Stores Co., who are now operating a chain of stores in New York, recently secured a foothold in Philadelphia by taking a lease on the premises of 820 Chestnut street, and since that time gossiping tongues have been wagging more rapidly than usual. Little surprise was created among the better informed in the trade, as such a course has been expected for some time. It is also believed that other and additional establishments will soon be under way. It is said, however, that but a short term lease has been secured on the above place.

Philadelphia Jobber Retires.

R. H. Bentz, who for several years has been conducting a wholesale and retail cigar and tobacco business on Ridge avenue, near Sixteenth street, has closed out his business and has retired. Mr. Bentz's health has been failing rapidly of late, and he was eventually compelled to relinquish his business entirely. The stock which he had on hand was sold to A. B Cunningham & Co., while his delivery wagon and routes were sold to Charles A. Krull, both of this city. Mr. Bentz is now constantly under the care of a physician. His present condition is believed to have been brought on by a mental strain.

Doings in the Leaf Trade.

Sol Loeb, of the Loeb Swartz Tobacco Co., has made a very active beginning in the placing of the 1,600 bales of tobacco which he purchased at Amsterdam this year.

Frank Dominguez, of E. A Calves & Co , is now in Cuba

George W. Newman, of Young & Newman, after a short visit among the Canadian trade, is now covering Detroit and vicinity.

Secretary Milton Herold, of the Loeb Nunez Havana Co , returned to this city on Monday from a vacation which was spent at Saratoga.

B. Liberman has just returned from the Connecticut Valley, as has also Harry Dolinsky, of H. Dolinsky & Son.

Local Brevities.

A. S. Koch, of Dempsey & Koch, just returned from a short stay at Atlantic City, and has completely recovered from a sickness which had confined him to his bed for several days.

Thomas A. Ogden, of Fauth & Ogden, left on Saturday last for a week's sojourn at Sea Isle City.

E. J. Wallace, with M. J Dalton, is again at his place, after an enjoyable vacation.

Phil Verplanck, with Gonzalez, Mora & Co ; N. J Rice, with R & W. Jenkinson Co., and Sol Rosener, of the American Cigar Co., were here last week.

PHILA. LEAF MARKET.

This week's trading opened auspiciously, and it promises to be the most active we have had for some time. Nearly every type of domestic leaf has come in for a good share of trade, in both old and new goods.

New goods in particular are being given a critical examination by buyers before purchasing. Sampling is being pushed forward as rapidly as possible.

Considerable 1901 Connecticut has changed hands here; Zimmer and Gebhard have also been good selling stocks; 1901 Pennsylvania Broadleaf has been selling free.

Sumatra has also been a little more animated this week, and several fair-sized transactions were reported.

Havana is fairly active and prices remain unchanged.

EXPORTS.

Liverpool—180 tons, 71 hhds, 94 cases strips.

Antwerp—58 cases.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.

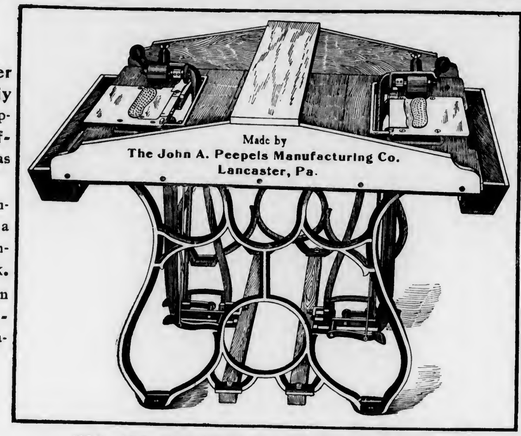
Reading, Pa.

THE DAISY
Wrapper Cutter and Vacuum Table

This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.



It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

We Have to Offer about

1,000 Cases Havana Sizes Re-sweated

MEXICAN FILLERS
Also, Some Excellent

GEBHARD SEED of the 1900 CROP

These are the Best Goods, in Quality, Style and Appearance, ever placed before the public.

We will be pleased to submit samples and quote prices.

S. L. JOHNS,
Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

G. A. Kohler & Co.
Wholesale Manufacturers of

Daily Capacity, 100 000 to 125,000

Cigars

Factories: *YORK and YOE, PA.*

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Brevas in Costly Masquerade

In one retail cigar store in New York city, Porto Rican brevas have been masquerading for a long time as genuine Carvajal invincibles, but, thanks to revenue agent Frank G. Thompson, the ball is now over. The genuine Carvajal invincibiles come from Cuba in boxes of 100 each. Each box contains four bundles of 25 invincibiles each. Each bundle is tied together with a piece of bast. One day last week an officer attached to Mr. Thompson's staff went into a certain cigar store in the second Metropolitan district and calling for an imported cigar got two of the masquerading Porto Rican brevas and paid 25 cents apiece for them, the price of the Carvajal invincibiles.

The next day Mr. Thompson called on the cigar man in person. After explaining the law Mr. Thompson pointed out to him a little mistake he had made in tying his bundles of fake cigars with yellow silk cigar ribbon instead of with bast. The fakir put up as good a front as he could and it is possible he will get off with a fine.

Union Cigar Manufacturers Association of New York.

The Union Cigar Manufacturers Association of New York City has been organized and the following officers have been elected: President, Andrew J. Kraussman, of the Geo. B. Miller Co.; Vice President, I. Deutsch, of Deutsch Bros.; Treasurer, B. Feifer, of B Feifer & Co., and Secretary, Sidney J. Freeman, of the Standard Cigar Manufacturers.

B. Feifer, I. Deutsch, William Glaccum, Sidney J. Freeman, Henry W. Doll and Samuel Fisher have been appointed a committee to draft a constitution and by laws.

Another Fraud Unearthed

It is stated that a certain New York tobacco firm is disposing of hundreds of thousands of stogies in the Mahoning valley, Ohio, at prices that are a great inducement to dealers Dominick Latatta, of Warren, O., availed himself of 5,000 of the choice weeds and now he is under bond in the sum of $500 to answer to the United States authorities for handling dutiable articles put on the market before all of the government regulations had been complied with.

New York Leaf Market.

The New York leaf district has seldom been so crowded with out-of-town buyers as during the present week. Almost every important house in the West is represented by its buyer, yet the number of transactions is small up to this date. The truth appears to be that these gentlemen cannot make up their minds to invest in the domestic leaf, and yet the temptation to plunge, on account of the known scarcity of desirable domestic leaf, is tugging at the heart strings of each of them. A number of buyers, as an extra precaution, have gone up to Connecticut, for the purpose of inspecting the leaf on the ground. There is undeniably some good leaf in the new crop, possibly enough, after all, to go round, but this leaf is being held at stiff figures and the holders are not anxious to part with it.

Buyers of Havana are complaining that the new crop is not up to their requirements and the total volume of transactions in this leaf for the current week is not large.

In Sumatra, cigar manufacturers as a general rule continue to buy by the single bale. Very few of even the largest of them now buy in lots. Importers say the manufacturers appear to be of the opinion that there is always plenty of good Sumatra to be had and that, therefore, there is no occasion for hurry. This may or may not be the correct view to take but it certainly is a departure from the good old custom of buying in large lots when these were found to be suitable.

A Little Cigarette.

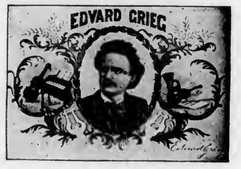
An exchange describes a cigarette as "a roll of paper, tobacco and drugs, with a small fire at one end and a large fool at the other. Some of its chief enjoyments are condensed nightmare, fits, cancer of the lip and stomach, spinal meningitis, softening of the brain, funeral processions, and a family shrouded in gloom"

It is to be hoped that he feels better after clearing out all that bitterness.

JACOB A. MAYER & BROS.
Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"



THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES
The BEST and Most Rapid Selling

Package Goods

Excellent Quality
Attractive Packing

Manufactured by

E. H. NEIMAN'S

E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,
Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son
Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,

Wholesale Manufacturer of *Loganville, Pa.*

Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents

Correspondence with Wholesale and Jobbing Trade only invited.

Smokers of this brand appreciate
A Good Thing
and
Keep on Smoking
A Hint is often enough for
A Wide Awake Dealer.
Penn Cigar Company,
723 Chestnut St. *Reading, Pa.*

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky

LANCASTER'S REPORT.

Lancaster, Pa., Aug 26, 1902.

The local leaf market has been fairly good for some days, and reports show a fair business. More or less active preparations have been going on in anticipation of fall business.

The new crop is maturing rapidly, and in fact several crops in the county have already been housed.

Walter S Bare is on an outing of two weeks, with his family, at Atlantic City.

J G. Shirk is also rusticating with his family at Asbury Park.

Some good sized orders have been received by E. F. Law lately.

H L. Rathfon, formerly a cigar manufacturer of this city, has left the town, and his affairs are in bad shape. His house and lot was recently sold by the sheriff, and netted $200 above the mortgage encumbrance. Mrs. Rathfon issued execution against him for some moneys due her. He was once a respected citizen but a woman got into the case and a local scandal has been caused.

J. G. Shirk will soon place upon the market a new brand of cut plug or sliced tobacco, under the title of King Duke. It will be a package of one and two-third ounces for 5 cents, put up in a very attractive package. Also a King Duke granulated, one and two third ounces for 5 cents. Also King Duke cut plug in one and two third ounces foil, for 5 cents. With all of these goods coupons will be issued for a unusually large list of premiums Already two extra salesmen have been engage for Pennsylvania and New Jersey territory. The goods will be made up under the union label.

Trade in Reading.

Deputy Internal Revenue Collector Cranston received an application from William J Bausher, of Hamburg, for a cigar factory to be opened in that borough. Mr. Bausher will employ half a dozen cigarmakers at the start.

Taylor Bros , who assumed the business of the M. H. Taylor Tobacco Co., filed their bond last week. The firm manufactures Union Butts, and has a large trade here

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Morris Greenburg has closed his cigar factory at Allentown, and will engage in other business.

Charles Lachman, travelingsalesman for Daniel Bobb, cigar manufacturer of Womelsdorf, recently returned from a successful Eastern trip, with a number of large orders for Mr. Bobb's leading brands.

J. L. Greene, of J. L. & M F. Greene, leaf tobacco dealers, was in Philadelphia and New York on business last week.

Cornelius Moyer, formerly a patrol operator under ex-Mayor Leader here, has embarked in the cigar and tobacco business at Fifth and Bingaman streets.

H. E. Spannuth, a Philadelphia leaf tobacco man, was in Reading, on business for a few days.

E. L Schatzlein, a prominent cigar manufacturer of Kutztown, is in an Allentown hospital, where he underwent a tedious operation. He is doing nicely.

M Steppacher, cigar manufacturer, expects his output for the present year to be double that of 1901. In a single month his business showed a gain of 100,000cigars, and he is rushed with orders. He runs the largest blue label cigar factory in this district. Much of his product goes to the West and the New England states, were labor organizations are strong and there is a big demand for union cigars. His leading brands are the Royal Berks, Elbano, El Steppacher, and K S. He says that his trade was never in better shape.

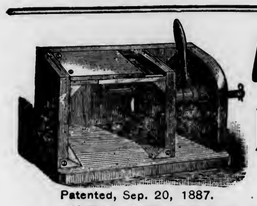
The cigar factories here use millions of cedar and poplar boxes, and the manufacture of these give employment to a large number of boys, girls and young women. It is an industry that is seldom dull here.

The factory of Gumpert Bros. is running on full time and large orders are constantly being received. Manager Engel stated that the firm's trade this summer has exceeded his expectations.

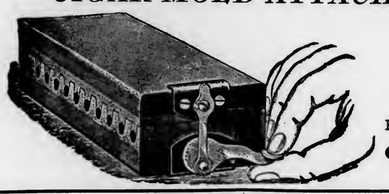
The Cinco Base Ball Club of Eisenlohr's cigar factory, at Boyertown, organized a few weeks ago, will have uniforms for their next game, the gift of their employer. The first gift was $25 in cash to purchase the base ball material to start a club. Now Mr. Eisenlohr gave them enough money to purchase uniforms. He is certainly a generous employer.

The cigar manufacturing firm of Lengel & Ernst is busy. The Tulpehocken cigar, their leader, is sold largely in this section. Fine hand work is made a specialty. Mr. Lengel the senior member of the firm, was on a southern trip last week.

A. R. Orth, manufacturer of the


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

celebrated Pompey cigar, made an important real estate deal here last week when he purchased the building he occupies. The property is at 35 and 37 North Fifth street and has a frontage of 30 feet and is 250 feet deep. The property was subject to a $12,000 mortgage, besides there was considerable interest due, and other charges including city and school tax. After the mortgage, interest and taxes are paid the property will cost Mr. Orth about $18,000. He now conducts a cigar store in one of the store rooms and a cigar factory in the rear. Real estate dealers say the figure is a bargain. At the time the public building was built here $25 000 was offered for the property to the former owner, Edward M. Luden, but the offer was refused.

Latest News from York, Pa.

The climax in the canvas grown tobacco in York county was reached last Saturday, when I. B Hostetter, the manager of the experiment, commenced cutting in the presence of a number of cigar and tobacco men from this vicinity and abroad. In order to celebrate the occasion befittingly a clam bake was held, with a lunch for those present Mr Hostetter's knowledge of cutting, etc., was reinforced by a recent trip to Connecticut tobacco fields, from which he returned a week ago It is expected that the experiment will be a huge success.

The Dallas Cigar Co., of Dallastown, is very busy at present, and contemplate opening another factory for the purpose of filling orders more promptly.

J. Flinspach, from Germantown, Ohio, is making his initial trip to this vicinity, and is pleased with the trade.

Considerable improvement has been made at the Sonneman warehouse. A new office has been constructed at a more convenient part of the building, into which the beam of the scales protrudes, facilitating the weighing of tobacco when receiving and handling.

The Paragon Cigar Co. has placed a salesman on the road, and no doubt will shortly be very busy.

W. H. Patterson, of the Eagle Leaf Tobacco Co., has returned from a vacation at Atlantic City.

Chas. W. Salomon, of the Porto Rico Leaf Co., New York, has withdrawn his suit against Chas. Smith, of Red Lion, instituted some time ago, with others, for alleged fraudulent disposition of goods, purporting to be unpaid for. As Mr Salomon appears to be the only one who signed the information, he was again the only one able to withdraw the suit, notwithstanding the fact that same was maintained and sustained by a number of tobacco men here. It is reported that the dealers here affected will combine for a different plan.

Robert Granat, of Gillen & Granat, is now on a western business trip.

W M Shook, Superintendent of the Bear-Sprenkle Co factory at West Manchester, started on Sunday morning for Buffalo and Niagara, on a business and pleasure trip

Rumors have been current here for some days regarding the consolidation of a number of York county cigar factories, but nothing definite has as yet transpired S L. Johns, of McSherrystown, is said to be behind the project

A New Name for "Sensation"

A young man stepped into Robert E. Lane's store at 6 Wall street. New York, the other morning and asked Billy Lockwood who was behind the counter, for the Morning Journal. Without a word Mr. Lockwood handed out a piece of 'Sensation"—which is precisely what his customer thought he would not have the wit to do.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
HAND MADE PER-DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf TOBACCO
We have a few **B and C Fillers** left of the 1900 crop.
EAST PETERSBURG, PA.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901

Bulk-Sweat Penna.

BROAD LEAF

NOW READY.

A Binder of Exceptional Quality.

Write for Samples.

MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA

Harvey Crane Dead.

Harvey Crane, senior member of the firm of H. Crane & Son, at Noblesville, Ind., wholesale and retail cigar and tobacco dealers, died on the 16th inst., of Brights disease, from which he had been suffering for a year or more.

Mr. Crane was born in Newark, N. J., but went to Noblesville, Ind., in 1867, and some years after started the present business with his son Elmer. They were one of the most successful houses in the state, outside of Indianapolis. He was sixty-eight years of age.

Imports and of Cigars Leaf Tobacco

FROM HAVANA

Per steamers Monterey and Moro Castle.

CIGARS	cases
Acker, Merrall & Condit, New York	36
Park & Tilford, New York	31
G. S. Nicholas, New York	23
B. Wasserman Co., New York	16
S. S. Pierce Co, Boston	14
C. S. Morey Merc. Co., Denver, Col.	13
Waldorf-Astoria Segar Co., New York	11
Estabrook & Eaton, Boston	7
M. Blaskower & Co., San Francisco	7
American Cigar Co., New York	6
Esberg-Gunst Co., Portland, Ore.	6
W. A. Stickney Cig. Co., Denver, Col.	5
G W. Faber, New York	5
Michaelis & Lindeman, New York	5
J. Wagner & Son, Philadelphia	4
The Weideman Co., Cleveland	4
D. Osborn & Co., Newark, N. J.	3
Calixto Lopez & Co., New York	3
Cobb, Bates & Yerxa, Boston	3
D. Frank & Co., Boston	2
C. B Perkins & Co., Boston	2
R. L. Rose & Co., Providence, R. I.	2
W. A. Stickney Cigar Co., St. Louis	2
M. A. Gunst & Co ,San Francisco	2
S. Bachman & Co., San Francisco	1
Total	213
Previously imported	5,928
Imported since Jan. 1, 1902,	6,141

LEAF TOBACCO	bales
J. Bernheim & Son, New York	230
F. Miranda & Co., New York	223
American Cigar Co., New York	175
Berriman Bros., Chicago	102
Havemeyer & Vigelius, New York	100
J. Vetterlein & Co., Philadelphia	87
E. Hoffman & Son, New York	62
Newgass & Greenhut, New York	50
E. Rosenwald & Bro , New York	39
Loeb-Nunez Havana Co., Philadelphia	27
F. Garcia, Bros & Co., New York	25
K. Straus & Co., Philadelphia	25
Weil & Co., New York	25
M. Stachelberg & Co., New York	15
Order	14
Rothschild & Bro., New York	12
J. S. Gans & Co., New York	10
S. L. Goldberg & Sons, New York	10
Yocum Bros., Reading, Pa.,	10
Hinsdale Smith & Co., New York	9
L. Sachsel & Co., Chicago	5
Total	1,255
Previously reported	78,974
Imported since Jan. 1. 1902,	80,229

TRADE-MARK REGISTER.

Two Brothers. 13 771
For cigars. Registered August 19, 1902, at 9 a m, by P. Hockman, Philadelphia, Pa.

Dona Louisa. 13.772
For cigars. Registered August 19, 1902, at 9 a m, by E. E. Kahler, Reading, Pa

Yastrow 13 773
For cigars. Registered August 23, 1902, at 9 a m, by M. Richman, Philadelphia, Pa.

De Neper. 13,774
For cigars. Registered August 23, 1902, at 9 a m, by M. Richman, Philadelphia, Pa.

Buck It. 13,775
For cigars, cheroots, smoking and plug tobacco. Registered August 23, 1902, by E. E. Kahler, Reading, Pa.

The New Telephone. 13,776
For cigars. Registered August 25, 1902, at 9 a m, by Jas. M. Trumbore, Reading, Pa.

REJECTIONS.

The King El Floreda

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Condoma, Boice Carson, Nimo, Kaw, Paga, Pago, Dellford, See Bro, El Seemo, Foxhall, Chivalry, Toano, Valdero, Carando, Union Stag, Denver S. & S., Tacos de Porto Rico, Van Hook, Omancho, Prazonia, Three Goodies, Weepah, Robert Trebor, Trade Hustler, La Laide, Gimbros, Social Life, Royal Forest, Lady Louise, Black Juan, Alfred de Musset, Elizabeth Stoddard Earlington. King Highball, Zembra, Kuleff, United States Post Office and Custom Building of Chicago, Ill., Chicago, Illinois Custom House, President Steyn, Schooner, Gerard Dow, Samuel Green, Benjamin Harris, Cloriia, Lux Casta, Floranga, Search-light, Airosidad, Bey of Tunis, Elkola, Isleta, La Choicica, Paladin, Nelinda, Mother Jones, The Grattans, Pontevedra, Yorkshire Dandy, Rexley, Vogeli Juniors, Minertha, Ramly, Zionist Cigarettes, Iolamthe, John Graham, U. S. Special Straight Five, Turkish Birds, Mid-West, Central West, Right Hand Bauer, The Belle of Connecticut, Left Hand Bauer, La Fanita, New Haven Beauties, Long Wharf, The Hour Cigar, A. J. B. Tens, Price Smoke Well, La Mericano, The March of Union Labor, The Reana, Parola, Parolidad, La Gran Tampa, John Baker Driving Club, Soo Eagles. Soo Queen, La Cintillo, Look, El Dimo, Anglo-Egyptian.

Budget of Fresh News from Cuba.

The animation in the market of Havana for the week ending Aug. 16th has continued. Prices are stiffening perceptibly, and with arrivals of buyers from the north the movement is bound to spread. It is said that most purchasers have expressed themselves as to the absolute truth of the reports published heretofore in regard to the shortage in the wrapper portion of this year's crop, and for this reason they have not hesitated to buy largely at the ruling figures. Of course, that the latter will leave only a very slim margin, if any at all, is also admitted by manufacturers; still the question for them is either to continue working and keeping up the standard of their brands, as well as the patronage of the smoking public, or stop making cigars, and as the latter method would be more disastrous still, they have wisely chosen the former course.

Sales sum up 7,000 bales, and must be divided into about 2 000 bales of factory vegas of Vuelta Abajo and Partido, 2.300 bales of Semi Vueltas, 1,500 bales of Remedios, and the balance of 1,200 bales being one-half tail ends of Vuelta colas for cigarette purposes and the other half Vuelta fillers, part of which were old goods.

Buyers were cigar manufacturers from the North, who took 3,000 bales, Havana manufacturers about 1,000 bales, and the remainder of 3,000 bales were taken by dealers from the United States buying upon orders from their friends. There is no speculation going on to any perceptible extent, the movement is healthy—caring only to supply the wants of the trade, although undoubtedly the large cigar manufacturers have made and are still making provisions to lay in sufficient stock to last them until they can count upon the coming crop of 1903. It is far too early to make any prognostication as regards the future, as there are too many factors to be taken into consideration; but still it may be taken for granted that the vegueros in the Partido and Vuelta Abajo will try to raise a large crop, while in the Remedios district, owing to the neglect which this article has met with and the fatal results of this year, it is pretty certain that less tobacco will be planted than in former years. Most of the small farmers of the Vuelta Arriba are totally ruined, having not alone lost all they had but being in debt besides, therefore they have had to hire themselves out or have moved away to more favorable spots, where they may stand a better chance to earn their frugal living.

Seedlings are prepared in the Vuelta Abajo and Partido regions, and if the weather proves favorable the chances are that in this portion of the island at least a large crop will be planted, but whether it will be harvested finally and prove really fine in texture, color, burn and quality is something that nobody can predict. In the beginning of this year the Vuelta Abajo crop was proclaimed to possess exceptional fine qualities; hopes ran high and cigar manufacturers (excepting one concern) of Havana, as well as dealers, were eager to buy at stiff figures from the vegueros. As it has turned out now, the crop as a whole is a failure, as the real good part bears no proportion to the mass of inferior and defective tobacco harvested. The cause of this change in opinion is ascribed to climatic influences during the drying off process of the "cujes" in the barns, as the continued dry atmosphere in January, February and March took the sap out of the cut tobacco too quickly, and thus produced the ugly dry yellow leaves. In the Partido region the process of curing was slower, and hence a good result has been achieved In the Remedios district the plants were stunted for want of rain during the growing season and many fields were ruined absolutely, as the plants had to be torn up.

Arrivals.

Joe Mendlesohn and J. Sutter, of Sutter Hnos., Simon Goldberg, of S. L. Goldberg & Sons, Ernest Ellinger and Sam I. Davis, of New York.

Departures.

Edgar J. Stachelberg, M. W. Berriman, and J. Corbin, as well as several officers of the American Cigar Co., who are taking a short vacation

Cigar Factories.

There is some improvement noticeable, principally from Europe, while orders from the United States are still limited in quantities.

H. Upmann & Co. were again purchasers of about 200 bales of a fine Vuelta Abajo factory vega, and it is said that they are still in the market for more, as the orders for their cigars denote more and more demand from all parts of the globe.

H de Cabanas y Carvajal report likewise an increased list of orders to be filled.

Henry Clay and Bock & Co. say they were never busier than now.

Suarez & Co., of La Flor de J. Suarez Murias, continue in the even

P. L. Leaman & Co.

Packers and Dealers in **LEAF TOBACCO**

145 North Market Street,

Lancaster, Pa.

J. M. McGUIGAN

Scent Brands: Last Horse Here, La Caldonia, Casandra, Indian Pride

MANUFACTURER OF AND WHOLESALE DEALER IN

ALL KINDS OF CIGARS and Leaf Tobacco

RED LION, YORK CO. PA.

F. E. Eberly,

Manufacturer of High-Grade **Union Made CIGARS**

Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana **CIGARS**

Lancaster, Pa.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

STAR OF TRADE CIGAR

Quality Commends THE **Star of Trade** CIGARS

Manufactured by

A. W. ZUG,

East Petersburg, Pa.

We employ no traveling salesmen but deal directly with the wholesale trade. Shrewd buyers need no urging.

A. C. FREY, Red Lion, Pa.

MANUFACTURER OF

FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa.

WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

MAKE MORE CIGARS

Your natural ambition is to make more cigars, better cigars, handsomer cigars and to do it in the most economical manner.

We have a cigar makers' table that will permit you to satisfy your ambition to the full.

It is the DuBrul Dieless Suction Table.

Its chief merit is wrapped up in that word "dieless".

This Table, as shown in the cut herewith, has no dies or rollers; consequently, it eliminates all the bother, expense and time necessary to keep the dies and rollers in proper shape to work at all.

The cutting is done by a circular knife, which swings out of the operator's way after the wrapper is cut. The knife does far better work than any die. It is easier to keep in proper cutting condition—it needs no adjustment—it will never roll up, nor tear a wrapper, no matter how sticky, and never leaves a white streak on the edge of dark wrappers as all dies are bound to do.

Having no cumbersome mechanism in the way and being free from the constant exertion entailed by such mechanism, the operator works faster and does better work.

The freedom from obstruction induces palm-work instead of finger-work, which is of obvious importance.

The operators like this table because it is so simple, there being no hidden mechanism and no complicated parts. They will not work on other tables if they can get work on this.

This Table does away with all the objections to and imperfections of the old-time tables and is the latest and most important development in the art of making perfect cigars.

You ought to have it.

No cigar manufacturer who is looking out for his own interest can afford to have any other tables, even if he got them for nothing.

But in case you don't agree with us, we beg to remind you right here that we can sell you the best table with dies, and you can see both styles side by side at either of our offices.

We can't tell you all about it here because it is a long story.

A letter from you will bring full information.

When writing ask for Booklet W S.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

tenor of their business, purchasing tobacco still in the country, notwithstanding that their large storage capacities are taxed to the utmost, but as their cigars are selling rapidly they have to keep on buying tobacco. The large hall in their Bejucal factory seats 450 cigar-makers, and this is said to be the largest single room in the world affording such seating capacity.

Berriman Bros., New York —M W. Berriman secured 1,800 bales of Partido and Vuelta Abajo factory vegas, thus enabling him to keep the fame of La Cimera and La Evidencia at its height.

M. Stachelberg & Co , New York and Tampa.—Edgar J Stachelberg did not waste any time, and during the short space of eight days he managed to pick up 1,100 bales of Partidos and Vueltas. although this is said to be only a temporary purchase, as engagements for further stock are made and the latter will be registered by him in the month of October.

Commission Merchants and Leaf Dealers.

Leslie Pantin is booked to leave New York on the 23d inst. for his home in Havana, and doubtless will arrive on the 27th, with many orders to execute in the interest of his friends.

Cano y Hno. again figured as the largest sellers of the week, having closed out the whole of their Semi Vuelta packing in Palacios, amounting to about 2 000 bales.

Aixala & Co.—Don Jose reports sales of 500 bales Partido, 200 bales of old Remedios, and 100 bales of new Remedios already, thus keeping well in the van.

Sobrinos de Antero Gonzalez continue to sell their fine Vuelta packings, disposing of 350 bales, as well as 400 bales of old Remedios first and second capaduras, for which good figures were obtained.

Sanchez & Cueto followed with 600 bales Vuelta Abajo colas, and they have other trades pending.

Jorge, P. Castaneda & Co. sold 550 bales of their fine Tumbadero packings, and have orders for more as soon as their escojidas can turn them out.

Remigio Lopez & Co. also had a good week in exchanging the hard stuff for 500 bales of their Partido factory vegas.

Walter Himml was not slow in accepting offers made to him for 300 bales of Semi Vuelta and 100 bales of old Remedios fillers, and it is said he is in treaty over larger lots.

Manuel Menendez Parra is actively purchasing goods for the Spanish contractors, and will ship 2,000 bales of Remedios by the Alfonso XIII., leaving Havana on the 20th for Spain.

Sutter Hnos.—Joe Mendlesohn, Don Marco Pollack and J. Sutter are actively scouring the market and, having posted themselves thoroughly, will be heard from again with heavy purchases, no doubt.

Leonard Friedman & Co bought some extra fine Partido factory vegas in the country, about 300 bales, and doubtless their friends will be highly pleased with their selection of these goods.

S. L. Goldberg & Sons.—Don Simon is trying to post himself about the market and registering purchases made by "El Rubio," which latter have highly pleased him, as the quality, texture and colors are exceptionally fine.

Arrivals of Tobacco in Havana.

	Week ending Aug. 16. bales	Since Jan. 1 bales
Vuelta Abajo	8,524	79,515
Semi Vuelta	499	4,400
Partidos	3,578	30,165
Matanzas	—	70
Santa Clara and Remedios	3,426	70,227
Santiago de Cuba	—	12
Total	16,027	184,389

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The force sweated Connecticut-Havana wrappers are being sold continually at prices that are studiously concealed from the public. Presumably the prices range from 50 to 80 cents, and then the jobbers sell it from about 65 to 100 cents, possibly more. Anyway it is moving off rapidly, and thus materially reducing the stock on hand, and as a consequence, raising the price of the balance of the crops. Aside from this, much of the New England tobacco held by packers is really sold, and is never offered on the market. So we are justified in saying that good prices are in store for those who have good leaf to offer. We hope and trust that unless they have a second rate crop that they will not hastily make any agreement to sell their crop at any price they may be offered for it. They should remember the lessons taught them the past two years, and every one should be in readiness to assort and pack his own tobacco. A grower, with whom I am acquainted, sold his crop of eight acres for 24c recently, who could have only got about 9 or 10c last fall.

Our correspondents write:

Suffield: Tobacco is being harvested by one of our neighbors who was one of the early setters, while others were engaged in topping."

The 50 acres of tent tobacco owned by Olds, Whipple & Pinney was seriously injured by the storm and wind on August 11, the cloth being torn from the frames. Some estimate the loss at from $5 000 to $10,000."

Northampton: "Tobacco is looking well, but needs some warm weather to make it mature. It is

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

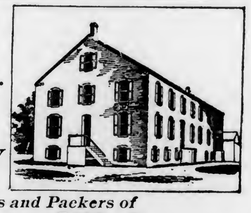
D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

Mount Joy Cigar Co. Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses.
Write for prices.
Mount Joy, Pa.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER. **L. J. Sellers & Son, Sellersville, Pa.**

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more—but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

free from damage by worms or hoppers. Cutting has not commenced to any extent yet. The weather has been quite cool."

Feeding Hills: "Harvesting has commenced, and by another week will be under way generally. The crop has made a fine growth, notwithstanding the very cool weather. With the exception of the few lots struck by hail, it is looking finely."

Whately: Tobacco is growing faster than would seem possible on account of the horrid weather. Some of the cutting is being done by those growers who set early. The leaf is sound, and the crop is a good one."

North Hatfield: "The work of harvesting is going on rapidly on all of the early set pieces. The crop is sound, and free from damage of any kind so far."

Hinsdale: "No sales to report. Mr. H. H. Day is the first grower to commence cutting tobacco in this town. Others will start in this week There are several fields not topped yet, but are growing finely; no damages yet."—American Cultivator.

BALDWINSVILLE, N. Y.

Among the sales recently reported are 14 cases of 1901 by T. B. Preston to Albert Cahn, representing Elias Bach & Son, and 9 cases of 1901 to John Baer of Lancaster, Pa., representing Joseph Lederman & Sons. The price paid is reported as 9 to 10½ cents. Mr. Preston still has 13 cases of 1901 to sell. There have been a few small shipments made from the local warehouses and in the J. W. Upson warehouse appraisers have been engaged in appraising the tobacco on hand. There are a number of good looking growing crops in this vicinity which will undoubtedly command good prices, as the crop as a whole is below the average, owing to the unfavorable season. It is, however, still too early to predict the outcome as several weeks of warm weather would make a big difference in the growing crop.

EDGERTON, WIS.

The buying of the new crop, which was started in the Vernon county district during the week, is now the talk of the local markets. The information that reaches us is that a few hundred acres have been contracted for in the fields at prices ranging from 10 to 12 cents. Buyers have been riding quite extensively in that section and while as yet but few are interested in making deals, many more are watching future developments and if the movement should reach much headway a general scramble for the growing sections might ensue. The more conservative buyers, however, do not approve of early buying in the fields.

The growing crop is showing a great improvement, as it reaches development as regards size of leaf, and that portion which is yet to be harvested promises to reach the average of other years. The heavy work of securing the crop is now on and growers are working long hours every day. The absence of much wilting weather may lead to some damage if the farmers are not careful about crowding while hanging in the sheds. A few complaints from this source have already reached us. The weather continues cool and quite favorable for the harvest, barring this exception.

The market for old leaf is uneventful and no transations of any moment have come to the surface What trading that comes to dealers is in small lots to manufacturers.

Shipments, 590cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Offerings on the breaks are small and condition largely out of order, yet the prices were active and demand good. Sales continue to be mostly private and sellers are now sampling only as buyers indicate the character and quality wanted along with approximate prices they will pay. Stock is largely of the large leafy styles; very few Lugs or Common Leaf remain on sale. The local rains have done very little good, as they are generally light, not wetting the ground only on top; a good soaking rain would benefit the small part of the crop. But a large part of the crop is almost ripe and some cutting already done. Large leafy tobacco will be scarce this coming season.

Lugs—Com. 4½ to 5c; Med., 5 to 5½c; Good, 5½ to 6c Fine, 6 to 6½c

Leaf—Com., 6 to 7c; Med., 7 to 8½c Good, 8 to 10c; Fine, 10 to 12½c.

Receipts for the week, 55 hhds; year, 11,655. Sales for the week, 31; year, 9,388.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 79 hhds; offerings on the breaks, 245 hhds; sales, 315 hhds.

Leaf was a shade stronger, and the small Lug offerings were ¼c higher. Some dealers refuse to sell, and have withdrawn their stocks from the market

The crop prospects have only improved where the showers fell.

The moderate crop of this year promises to yield even a smaller percentage of Lugs than the 1901 crop, which indicates that the home demand will absorb them all at higher prices than the foreign demands will pay, and exporters will again use the much cheaper low grade light tobaccos, and will partly stock up on this present market, without taking chances on the 1902.

Stemmers seem to have strong views in spite of the large make of Strips this year. An old stemmer who is holding strongly "expresses surprise that the British manufacturer does not try to buy now; the time to buy is on a dull market, and no duck pond was ever more stagnant than the present Strip markets; but a change will come."

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.50 to 6.25
Common Leaf	6.50 to 7.25
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00

LATE REVENUE DECISIONS.

Tobacco Vending Machine.

An inventor reported that he desired to make a machine that would sell one cent packages of tobacco if the same could be sold in such small packages, proposing to buy the goods in original packages and subsequently repack the tobacco in small packages (not stamped) for sale by vending machines. He was advised that all smoking tobacco must be put up by a qualified manufacturer in statutory packages containing 1, 1⅗, 2, 2½, 3, 3½ 4 8 or 16 ounces, respectively, and in no other manner, and that each package must be properly stamped by the manufacturer thereof before removal from the factory, and that such original packages must be sold as an entirety and in the condition in which they were put up by the manufacturer of the tobacco; and, further, that no person has the right to remove the contents of statutory stamped packages for the purpose of repacking the tobacco in other packages, or in smaller quantities than the original package, for the purpose of placing the same on sale by vending machines, or at retail in any other manner; therefore all machines intended to be used in connection with the sale of tobacco must be so constructed that the entire original package, as put up by a manufacturer of tobacco, may be sold and delivered directly from the machine.

Use of Coupons, Etc.

A tobacco manufacturer stated that prior to the act of July 24, 1897, he placed within his packages of tobacco certain prize tickets, which were returned by consumers and exchanged for pipes or other articles of value, and asked whether he could resume such methods of advertising. He was advised that the office had on the 18th of July, 1902, prescribed Regulations, No 8, Supplement No. 1, revised, relative to the contents of statutory packages of taxable tobacco products, and decided that manufacturers may place within packages of tobacco small advertising cards, coupons, certificates, circulars, paper bands, trade mark strips and trade mark tin tags, which will not materially increase the weight of the contents or the size of the package, and which are intended as an advertisement of the business of the manufacturer. Further, that section 2 of the act approved July 1, 1902, restrains the circulation and publication of indecent and immoral pictures, and all tickets, coupons or certificates respecting a chance, share or interest in, or dependent upon the event of a lottery, and prohibits the placing of such prohibited articles in statutory packages. He was further advised that the term "lottery" in a legal sense will embrace any scheme which is intended to result in the distribution of prizes by lot, chance or drawing of any kind, and in which certain tickets, coupons or certificates would draw a prize, while the remaining tickets would be blanks and of no corresponding value; and therefore all indecent and immoral pictures and all cards, tickets, coupons or certificates, representing or connected with a lottery scheme or gift concert of any kind, must be excluded from statutory packages of tobacco.

Cigar Vending Machine.

An inventor recently submitted for approval a cigar vending machine and circular pasteboard box to be used therein, the machine, a rotary one, being provided with a glass front and open ends or sides, and so constructed that the circular pasteboard box may be officially inspected after the same has been placed in the machine, which will deliver the cigars directly from the box to the purchaser. The periphery of the box is provided with open spaces in which it is intended to place either 25 or 50 cigars, protected by an outside pasteboard jacket, and an internal revenue stamp is intended to be affixed to the box so as to securely seal the box and prevent the cigars from being removed therefrom without breaking the stamp The required caution notice label is to be printed

A Whole Building on Broadway

less the ground floor (5 floors just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

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The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

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WRITE FOR SAMPLES AND PRICES.

CIGAR BOXES of Every Description

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Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

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For Wholesale and the Jobbing Trade
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LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
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CIGAR LABELS
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TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Cable Address, "CLARK."
Clarksville, Tenn.

Great Reduction in Price
550 Times Sweeter than Sugar.
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

directly upon the side of the paste board box or upon a label to be affixed thereto by pasting; each box to be so stamped, indented or impressed as to show the factory number, the number of the district and state and number of cigars contained in the box, as required by Section 3397 R. S. The box was approved under the Regulations, No. 8, page 54, as a substitute for a wooden box and the patentee of the box was advised that such boxes may be used by any qualified manufacturer for packing his cigars. It was provided, further, that an open circular space (of not less than two inches in diameter) must be made in the ends of each box, and that no cigars must be placed in any recess or unexposed portion of the same; and, further, that the stamp on an emptied box must be utterly destroyed and the box withdrawn from the machine, and such emptied box can not be reused by a manufacturer for packing cigars, nor can such boxes be reused in connection with the sale of cigars from such machines.

—

Rebate Claims.

A dealer, who had a quantity of tobacco in unbroken packages on hand July 1, and who claimed that he did not know he was required to inventory the same on a regular blank in the presence of two witnesses, inquired what he could do to enable him to secure the rebate. To enable him to properly prepare a formal claim, a blank Form 481 was enclosed, with the advice that he would be required to make an affidavit showing why the claim was not prepared on the first day of July, and that this affidavit and original inventory of stock taken on that day must accompany the claim, which should be forwarded to the Collector of Internal Revenue for his district, and that the claim should embrace only such original and unbroken factory packages of Tobacco as he actually had on hand July 1, 1902, as shown by such memoranda or original inventory.

A manufacturer who reported that on July 1 he held certain plug tobacco in the custody of a railroad company, subject to order, and that the goods had not been delivered to the consignee nor included in any claim for rebate of tax under act of April 12, 1901, but had been returned to him at his factory, asked whether the goods might be included in a claim to be made by him for rebate of taxes under the aforesaid act. He was informed that he was privileged to make a claim for rebate of tax on the goods, and the office inclosed a blank, Form 481, for his use in that connection, with the advice that the claim should be prepared in the presence of two disinterested witnesses, who must examine the packages and identify them with the bills of lading and original bills of sale and determine whether the same were actually those alleged to have been in transit on July 1, 1902, and that all papers must be forwarded to the collector with the claim.

—

Credit for Material Destroyed.

A collector who reported that a manufacturer desired to destroy 2,000 pounds of tobacco dust and waste which he had accumulated at his factory, was advised that if this waste was stems and other useless material, unfit for manufacturing purposes and resulted from handling leaf tobacco scraps, etc., that the manufacturer could not have credit on its account for such material above the 25 per cent. allowed for stemming tobacco, but that the stems should be destroyed and rendered unfit for use in manufacturing smoking tobacco or snuff, by mixing the same with ashes, lime, bonedust or other such substance, before removed from the factory premises, and reported on monthly return, Form 62.

In another case a manufacturer asked that a general special permit be granted him to burn or otherwise destroy from time to time the tobacco stems which accumulate at his factory, without previous notice to a deputy collector. It appeared that to allow the stems to remain on the factory premises would occasion inconvenience, whereas if permitted to destroy them the manufacturer would keep an account of all stems so accumulated and subsequently destroyed, and make report on Form 62 at the close of each month. It is advised that there is no special regulation relating to the disposition of stems which accumulate at the factory, except that the Regulations, No 8, page 10, require the manufacturer to destroy the stems or render them unfit for use in the manufacture of taxable tobacco products, by mixing the same with ashes or other such substance, and that in the adjustment of the accounts of manufacturers of tobacco the established rule is that a credit of 25 per cent. of all unstemmed leaf used at the factory is allowed for waste and stems in manufacture, and this credit anticipates the destruction of the stems by a manufacturer without any special permission from the collector. But if the tobacco stems are sold in their natural condition to other manufacturers the manufacturer selling the same must procure a special permit on Form 100 authorizing the sale, as provided by the Regulations, pages 8 and 9, and that the destruction of accumulated stems from time to time must be reported on monthly return, Form 62 at the close of each month.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

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WHOLESALE MANUFACTURER & JOBBER IN
IMPORTER OF SMOKERS' ARTICLES, &c.
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Our Leading Brands.
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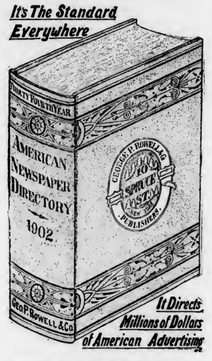
LANCASTER CUT PLUG
SHIRK'S 5c. DURHAM
TROTTER SCRAP
For Chewing and Smoking



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It is revised and reissued twice a year.
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Delivered Carriage Paid.

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We regret to inform our numerous friends that we have been enjoined from manufacturing the famous CHICO cigar. Our worthy competitors, Otto Eisenlohr & Bros., claim that our CHICO is an infringement of their CINCO, and have stopped us by injunction.
Chico Cigar Co., Phila.

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Price, $1.10, Postage Prepaid.
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224 Arch Street, Philadelphia. 11 Burling Slip, New York.

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Importer and Mfr. of
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Russian and Turkish
Tobacco and Cigarettes
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Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

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707,080 Match; Charles M. Bowman, Lebanon, Pa., assignor to Diamond Match Co., New York city.

707,268 Smoking pipe; Albert S. Spiers, Chicago, Ill.

707,277 Combination match box; Camille St. Jacques, Cranbrook, Canada.

BUSINESS CHANGES, FIRES, Etc.

California.

San Francisco.—B. H. Hinrichsen, of Hinrichsen & Fzenzen, cigars and tobacco; dead.

Connecticut.

Danbury.—Hoffman Bros., cigar mfrs., dissolved; Chas. A. Hoffman continues.

Illinois.

Aurora.—Fauth Bros. & Co., cigar manufacturers; succeeded by F. A. Fauth.—M. N. Hermes, cigar manufacturer; succeeded by M. N. Hermes & Co.

Indiana.

Indianapolis.—Edgar Dixon, retail cigars and tobacco; canceled chattel mortgage, $361.—J. M. Ryder, agent for cigars; sued on $100.

Indian Territory.

Durant.—Myers & Levine, cigar manufacturers; succeeded by Harry Myers.

Iowa.

Dayton.—C. M. Hawks, cigars; succeeded by A. A. Dahlen.

Muscatine.—Luellen Bros., cigars; succeeded by Schrader & Luellen.

Massachusetts.

Boston.—John Gorakian & Co., cigars, etc.; chattel mtge., $250; a previous chat. mtge., $300, discharged.—James J. McNamee, cigars; chattel mtge., $139.

Springfield.—Jennie Boucher, cigars, etc.; chattel mtge., $200.

Montana.

Missoula.—Chas. Emsley, cigars; sold out.

New York.

Buffalo.—Coleman & Sherman, wholesale and retail cigars; petition in bankruptcy.

Mount Vernon.—J. N. Greenwald, cigars; sold out.

New York City.—M. Silverthau & Co., cigar mfrs.; petition in bankruptcy.

North Carolina.

Milton.—E. Hunt, leaf tobacco; dead.

Ohio.

Cincinnati.—Louis Rosenthaler, cigars, etc.; chattel mtge., $192.

Pennsylvania.

Pittsburg.—Singer Bros., cigars; closed by sheriff.

Texas.

Waco.—Perry Bros., cigar mfrs., admitted partner; style changed to Lewis-Perry Cigar Factory.

Virginia.

Alexandria.—Henry M. Taylor, cigars and tobacco; chattel deed of trust, $650.

Danville.—J. E. Hughes, Jr., & Co., leaf tobacco; dissolved.

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248 S. Front St. and 115 Dock St.
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Cigars, Tobacco, Smokers' Articles
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Consignments Solicited Advances Made
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MAYSVILLE, KY.
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The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

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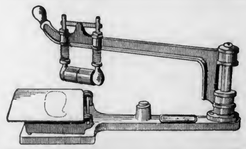

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Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 36. PHILADELPHIA, SEPTEMBER 3, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents

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HAVANA LEAF TOBACCO.

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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXXVI.—"America's Overwhelming Debt to Tobacco."

By LOUIS HIRSCH of Jos. Hirsch & Son.

As the "Bonaventure" glided up the James, that midsummer morning in 1621, she brought with her to America a greater number of romances than have ever before or since been carried into port by one ship. The maidens on board were bond; sent over by the wise Sir Edwin Sandys in order that they might become wives in an Eveless Eden; each was to be sold for about her own weight in tobacco. In the sense that marriage to a Virginia tobacco planter was a compulsory part of the obligation assumed by each fair passenger before leaving London, the maidens were bond, but yet, so wise was the very wise Sir Edwin, individual choice was in each case free.

Tradition has not preserved for us any of the talk that passed between the girls on the long voyage from England to Virginia. This we may assume, however, that it was all of the expectant men awaiting the arrival of the ship at Jamestown; of the looks of each, his stature, the dress he wore, the acres over which he was lord, and, lastly, of the plant he grew upon those acres and which he was on the point of exchanging for a wife. Each maiden had her own ideal, of course, for that has ever been the way of maidens in matters matrimonial, and we may be sure that blonde Mary or dark-haired Susan dreamed of a brunette Percy or a blonde Harold, while these gentlemen on the shore, as the day of the ship's probable arrival drew nearer and nearer, had their own dreams of the on-coming fair ones. It had been so long since a youthful white woman had been seen at Jamestown that perhaps the girls were fairer in the visions that the planters made of them than they were in reality. Where is the man awaiting his bride who does not embellish her in his imagination with every perfection of form and feature? Good men, men, that is, who make good husbands, cherish this dream of the loved one to life's end.

To my thinking, the day the "Bonaventure" tied up at Jamestown was the most momentous in the history of America; for from that event dates the populizing of this land. Every thrifty planter, able to exchange his tobacco for a wife, became in time the father of a family, and thus it came to pass that our debt to tobacco is overwhelming.

MR. LOUIS HIRSCH.

Dope for dope, who shall say it was not a fair exchange, for what is tobacco but dope, and what else is love? Oh, it takes a needy statesman to discover ways to raise the wind! Sir Edwin Sandys knew his business, and he also knew the value of tobacco in the English market. Had he not been in straits for money, or had he been ignorant of the purchasing value of tobacco, or what is more to the purpose, deaf to the cry of a womanless world in Virginia, there would have been no picturesque exchange of girls for tobacco on the arrival of the "Bonaventure" at Jamestown in 1621. Where then would have been the lofty line of proud Virginians of later story? Imagine, if you can, Virginia a wilderness up to now! No Monticello, no Richmond, no Libby Prison, no Appomattox! No anything, save an occasional Indian tepee. No Virginia cigarettes, and only enough tobacco for a peace council of widely scattered red men.

Happily, the marriages which followed so swiftly upon the arrival of the "Bonaventure" settled for all time, not only the fate of Virginia, but of this vast continent as well.

No other commodity would have effected the exchange which Sandys had at heart. Maize, which, after tobacco, was the most valuable crop raised by the Virginians of the second decade of the seventeenth century, would never have purchased brides for the planters. Bread was plenty in England in those days. Tobacco was not only scarce, but it had had the extreme good fortune to have its praises sung by the greatest lyric poets of the day, in verse as fresh now as it was when it was written, and so eminently just, that the virtues of the singular plant which it extolled were in every man's mouth, while the plant itself was far away across the wide Atlantic.

The late John Fiske, in one of his admirable books upon colonial Virginia, called attention to the fact that tobacco and freedom have usually gone together hand in hand. The gentle weed emancipates the mind. Upon clouds of tobacco smoke the spirit mounts to dreams of liberty. Not only does tobacco calm the pulse; it stimulates the brain, and even in the dullest mind, visions find a home that else would be strangers there. Since, as we have seen, the maidens who came over in the "Bonaventure" owed their freedom to the tobacco which secured husbands for them, is it any wonder that in their children and their children's children were found those aspirations after freedom, which in 1776, just 155 years after that famous landing in America, resulted in the Declaration of Independence and all that followed?

Is not our debt to tobacco overwhelming? Not only do we owe to it the millions which fill our cities, our forests and our farms, but we owe to it likewise, the spirit which animates every bosom, throbs in every pulse. Oh, Sir Edwin Sandys knew how to bring money into his sovereign's treasury, and the girls he sent over knew how to be wives and how to bring up children, too, and Time, the greatest joker of us all, for he arranges such delightful revenges, has been laughing at Sir Edwin on this side the Atlantic for now near three hundred years. And as this land of ours, grown populous and rich through Sandys' exchange of maidens for tobacco, grows mightier and richer through the increasing years, the echoes of that laugh will fill the spheres.

Next Week.—Chapter XXXVII: "Music and the Weed," by Wm. Vigelius, of Havemeyers & Vigelius.

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Established 1881.

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BY

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No. 224 Arch Street, Philadelphia.

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SEPTEMBER 3, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

XVI.

In his speech at Providence, R. I., on July 23, President Roosevelt returned to the subject of the trusts which he had previously treated in his Fourth of July speech at Pitts burg. At Providence, the President said, in part:

"We are passing through a period of great material prosperity, and such a period is as sure as adversity itself to bring mutterings of discontent. At times when most men prosper somewhat it always happens that a few men prosper greatly, and it is as true now as it was when the tower of Siloam fell upon all who were under it that good fortune does not come only to the just, nor bad fortune only to the unjust. When the weather is good for crops it is also good for weeds. Moreover, not only do the wicked flourish when the times are such that most men flourish, but, what is worse, the spirit of envy and jealousy and hatred springs up in the breasts of those who, though they may be do ing fairly well themselves, yet see others who are no more deserving doing far better.

"Wise laws and fearless and upright administration of the laws can give the opportunity for such prosperity as that we see about us. But this is all that they can do. When the conditions have been created which make prosperity possible, then each individual man must achieve it for himself by his own thrift, intelligence, energy, industry and resolute purpose.

"The corporations—and, therefore, those great corporations containing some tendency to monopoly which we have grown to speak of rather loosely as trusts—are the creatures of the State, and the State not only has the right to control them, but it is in duty bound to control them whenever the need for such control is shown. There is clearly a need of supervision—need to possess the power of regulation on the part of the representatives of the public Whenever, as in our own country at the present time, business corporations become so very strong, both for beneficent work and for work that is not always beneficent, it is idle to say that there is need for such supervision. A sufficient warrant for it is to be found over and over again in any one of the various ills resulting from the present system, or, rather, lack of system. There is in our country a peculiar difficulty in the way of exercising such supervision and control because of the peculiar division of governmental power.

"I believe that the nation must assume this power of control by legislation, and where if it becomes evident that the Constitution will not permit needed legislation, then by Constitutional amendment. The immediate need in dealing with trusts is to place them under the real, not nominal, control of some sovereign to which, as its creature, the trusts shall owe allegiance and in whose courts the sovereign's orders may with certainty be enforced. This is not the case with the ordinary so-called trust to-day, for the trust is a large State corporation, generally doing business in other States also, and often with a tendency to monopoly.

"Such a trust is an artificial creature not wholly responsible to or controllable by any Legislature, nor wholly subject to the jurisdiction of any one court. Some governmental sovereign must be given full power over these artificial, and very powerful, corporate beings. In my judgment, this sovereign must be the national government. When it has been given full power, then this full power can be used to control any evil influence, exactly as the Government is now using the power conferred upon it under the Sherman Anti Trust law.

"Even when the full power has been conferred it would be highly undesirable to attempt too much or to begin by stringent legislation.

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street,

PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

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Our Retail Department is strictly up to date.

L. G. Haeussermann

Importer, Packer and Dealer in *Leaf Tobacco*

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Philadelphia

SUPERIOR GRADES

of

Sumatra, Havana and Domestic

TOBACCO

WHOLESALE AND RETAIL

B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.

Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO

WHOLESALE AND RETAIL,

No. 1034 Columbia Avenue,

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S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco

120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCH.

LOUIS BYTHINER,

Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.

Long Distance Telephone, 4048 A.

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
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EISENLOHR'S
Cinco
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GUMPERT'S
MANETO
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

HAVANA CIGAR FACTORY — El Zeno — PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St
PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Pent's TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

"Americanos" Cigars ..High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

The mechanism of modern business is as delicate and complicated as it is vast, and nothing would be more productive of evil to all of us, and especially to those least well off in this world's goods, than ignorant meddling with this mechanism—above all, if the meddling were done in a spirit of class or sectional rancor. It is desirable that the power should be possessed by the nation, but it is quite as desirable that the power should be exercised with moderation and self-restraint.

"The first exercise of that power should be the securing of publicity among all great corporations doing an interstate business. The publicity, though non inquisitorial, should be real and thorough as to all important facts with which the public has concern. The full light of day is a great discourager of evil. Such publicity would by itself tend to cure the evils of which there is just complaint, and where the alleged evils are imaginary it would tend to show that such was the case When publicity was attained it would then be possible to see what further should be done in the way of regulation

"Above all, friends, it behooves us to remember not only that we ought to try to do what we can, but that our success in doing it depends very much upon our neither attempting nor expecting the impossible.

"I see no promise of a complete solution for all the problems we group together when we speak of the trust question, but we can make a beginning in solving these problems, and a good beginning, if only we approach the subject with a sufficiency of resolution, of honesty, and of that hard common sense which is one of the most valuable and, unfortunately, not one of the most common assets in the equipment of any people. I think the National Administration has shown its firm intention to enforce the laws as they now stand on the statute books without regard to persons, and I think that good has come from this enforcement. I think, furthermore, that additional legislation should be had, and can be had, which will enable us to accomplish much more than has been accomplished along these same lines. No one can promise you a perfect solution, at least in the immediate future. But something has already been done, and much more can be done, if our people temperately and determinedly will that it shall be done.

"In conclusion, let me add one word. While we are not to be excused if we fail to do whatever is possible through the agency of government, we must ever keep in mind that no action by the Government--no action by any combination among ourselves—can take the place of the individual qualities to which, in the long run, each man must owe his success. There never has been devised, and there never will be devised, any law which will enable a man to succeed save by the exercise of those qualities which have always been the prerequisites of success—the qualities of hard work, of keen intelligence, of unflinching will."

Dr. Edwin Beer Married.

Dr. Edwin Beer, the youngest of the three sons of the late Julius Beer, of Weil & Co., of New York, was married in San Francisco on August 20 to Miss Elsie Lilienthal, daughter of Philip Lilienthal, head of the Anglo-California Bank, of San Francisco.

Mr. Julius Beer and Mr. and Mrs. Geo. Beer, of New York, attended the ceremony.

Dr. and Mrs. Beer will leave San Francisco soon for a trip around the world. In May, 1903, Dr. Beer will resume his studies in surgery in Vienna, under one of the great professors of that city.

Quills for Quillos.

Joseph Kraus, of 535-537-539 East 75th street, New York, announces that he has received from Germany a sufficiently large stock of quill mouthpieces to insure in future a prompt filling of orders for Quillos and Peekolos.

These brands are making wonderful progress in popular favor. Mr. Kraus will be pleased to receive applications for territory.

Among distributers already handling these brands are, Austin, Nichols & Co. and the Allen-Ditchett Co. both of New York city, H. Ferbstein, of Akron, O; P. R. Goebel, of Zanesville, O, Harry Hall, of Buffalo, N. Y.; L. A. Butler, of Pittsburg; W. S. Slingsby, of Rouss's Point, N. Y., and the Finlay Dick Co., of New Orleans, La.

Continental Dividend.

The Continental Tobacco Company on August 28, declared a quarterly dividend of 1¾ per cent. upon its preferred stock and 2½ on the common.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers *and* Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
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CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & CO.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110
NEW YORK OFFICE: 168 Water St HAVANA.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

October the Best Cigar Month

MINONK, Ill., Aug. 22, 1902.

DEAR MEDICINE MAN:

Will you give me the following information: What is the number of cigars upon which the government collected $3 per thousand tax during the months of June and July, 1902? I would like to have the figures separat ly Also. what are considered the best months of the year. and how does December, as a rule compare with May, June and July? R E S.

Answer.

In May, 1902, the Government collected the $3 tax on 523.035.507 cigars; in June, on 532,207 305, and in July, on 505,470 800.

The best months of the year are usually June, October and November. The production for June has just been given; that for October, 190 , was 547.554.245, and that for November was 529,313 300. The production in December, 1901, was 479 312 170 As a rule, this ratio holds good from year to year, although sometimes July is a poorer month than December.

The following table of the monthly production for each of the years named will make the matter still more clear:

Month	1901-'02	1900-'01
July	506,470,800	457.642,570
Aug.	485,472,810	483.551,840
Sept.	501,815,735	474.787,900
Oct.	547.554.245	532,205,065
Nov.	529.313,300	508,258,250
Dec.	479.312.170	467 092,208
Jan.	496,983 717	448,806,640
Feb.	445.495,483	417,196,435
March	516.599,027	445 641,760
April	516,835,163	481,870,210
May	523 035.907	553.187.580
June	532,207.305	500,693,910
Month	1899-'00	1898-'99
July	414,356.931	324,712,811
Aug.	457.871,658	357,274,864
Sept	448.357,861	375.862,544
Oct.	471,890,050	396.118,933
Nov.	460,053.594	397,152,658
Dec.	452.6 4.489	371,129,500
Jan.	422,512,494	334.441,919
Feb.	394,440,344	319.083,928
March	436,122,097	384,619,266
April	427,952,688	381,118,128
May	456,509,856	434.473 322
June	473.591.529	453.754.753
Month	1897-'98	1896-'97
July	347,876,393	364.310,800
Aug.	361,966,893	340.975,993
Sept.	378.821,823	344 420,027
Oct.	376,388,857	353.679,720
Nov.	374.990,280	335.401,687
Dec.	399,355,733	360 199,107
Jan.	326.649,373	303,919,474
Feb.	315,668,540	289,792,320
March	365 607.277	328,225,623
April	522,743,267	335,231,590
May	380,544,740	340.378,007
June	384,647,341	366,634,840

***

The Vueltas of Long Ago.

NEW YORK, Aug. 30, 1902.

DEAR MEDICINE MAN:

Are there preserved, I wonder, in some private cigar vault in England or Germany, any of the cigars manufactured in Havana out of the crop of 1872? I trust some one of your readers in England or in Germany will be able to answer this question in the affirmative, and if it is thus answered I counsel, nay, I urge upon your American readers the propriety of instantly purchasing that stock at any price the holders will take for it. I promise to the prospective purchaser such a treat in the way of a smoke as no man in America has had for a generation.

Suffer me to explain myself:

The 1872 crop was the finest crop of tobacco ever raised in the Vuelta Abajo; it was aromatic—it was divine The present generation of buyers of Havana tobacco and Havana cigars knows little, if anything, of the tobacco grown in the Vuelta Abajo prior to 1872, but we older boys, whom business has taken to Havana every year since 1868, we have no trouble in recalling those golden times, when Vuelta Abajo tobacco was grown from Vuelta seed; when the flavor, the texture and the shape of the leaf grown on each plantation was so distinct as to be recognizable without difficulty; when the finest of it was literally worth its weight in gold, and when the happy man who succeeded in getting the vegas that many competed for was first the envy and then the center of an eager throng of buyers, far more demonstrative than rivals at a Sumatra inscription at Amsterdam.

The crop of tobacco grown in the Vuelta Abajo in 1872 was not only the finest crop of tobacco ever produced there, but it was the last of the very fine crops. The cause of the subsequent falling off of the quality of the Vueltas was well understood twenty five years ago. The Cuban tobacco growers of thirty years ago produced in the Vuelta Abajo region a wonderfully aromatic leaf, whose one fault was that it was apt to be tender. In the neighboring province of Havana, in the so-called Partidos district, a much sturdier leaf was grown. The Partidos leaf was strong, virile, and some farmers in the Vuelta Abajo, anxious to produce a leaf that should not be over-delicate, planted their acres with Partidos seed. The resultant crop was a success. The new leaf was strong and healthy; it cured out beautifully and was abundant. Also, it sold well in the market. The following year more Partidos seed was used in the Vuelta Abajo, and gradually this hybrid displaced the genuine Vuelta Abajo leaf entirely, so that since 1885 it has been impossible to find in Cuba, in the proper section, any cigar leaf genuinely grown from pure Vuelta Abajo seed.

It is not to be denied that good Havana cigars have been made right straight along, both in Havana and in the United States, out of the latter-day Vueltas whose origin I have explained. Nevertheless, I reaffirm that the Vueltas of the years prior to 1872 were vastly more aromatic than any which have been grown in the Pinar del Rio since that time, and I trust that some one will dig up, in some long-stored private collection in England or Germany, some of the delectable cigars I used to smoke thirty years ago. S. M.

Comment.

It happens that the gentleman who has favored me with the foregoing very interesting communication is one of my valued personal friends. In his green old age, which is full of honors, he is in the enjoyment of vigorous health and a taste which in the matter of cigars is as discriminating as that of any connoisseur of my large acquaintance. What he has said of the tobacco grown in the Vuelta Abajo prior to 1872 is echoed by a number of other gentlemen who have been just as long connected with the trade, and who, for just as many years as he, have cultivated their taste only upon the best cigars procurable. None of these cognoscenti quarrels with the best that Cuba sends us to-day. They all agree that cigar manufacturing in Cuba in 1902 is conducted with thorough skill and directed by the best of good taste. Their criticism is not connected with the cigars, but with the leaf tobacco, of Cuba. What they would like to see is a return to the old practice of growing Vuelta Abajo leaf from Vuelta Abajo seed.

I beg to refer this matter to the tobacco growers of Cuba.

***

A Suggestion to Cigar Label Lithographers.

BOSTON, August 31, 1902

DEAR MEDICINE MAN:

A certain customer of mine who is a great lover of other artistic things besides the fine cigars he buys of me, has the walls of his office hung with pictures of some of the famous chateaus in France: Chenonceaux, Blois, Plessis les Tours, Luynes, Chambord, Chinon, Chartres, and others of those architectural wonders which are the delight of travelers and the models for one or two piles recently erected in New York city and elsewhere by wealthy Americans.

Any eye is able to perceive at a glance how these real castles in their stately grandeur outshine any castle in Spain which the mind of a dreamer can picture forth. The owner of these pictures tells me he never enjoys a smoke half so well as when, with feet resting on his desk, he is inspecting for the hundredth time—or perhaps the thousandth—one of these photographs. When he is in a serious mood he looks at the picture of Plessis les Tours in which grim old Louis XI. spun his plots; when he is in a gayer humor he lets his eye take in the structural details of Chenonceaux, and his fancy goes tripping the light fantastic with the shade of that gay lady who was once its chatelaine.

My friend has the story of every one of his castles at his fingers' ends. He said something the other day which I think is worth while repeating to you as a hint to cigar label lithographers: He wants to know why a picture, say of Chenonceaux, or Chinon, or Chartres, or Chambord would not make a better label for a cigar box than what he called "the silly face of some tired old actress or sich " Suitable names to go with the pictures could be found.

A picture of one of these marvelous chateaux would have an educational value, it would be novel, and surely nothing could be more welcome to smokers, who are the most numerous builders of air castles in the world. RETAILER.

Comment.

My correspondent's communication is referred to the gentlemen for whom he wrote it.

THE MEDICINE MAN.

***

The Growing Crop in Sumatra.

NEW YORK, Aug. 29, 1902.

DEAR MEDICINE MAN.

The New York News Bureau yesterday published the following:

Sumatra Tobacco Crop Large and Fine.

A private correspondent of the New York News Bureau writes that there has been plenty of rain in Sumatra and the tobacco crop, which has already been picked, is believed to be very large. From present indications the quality will

Connecticut stands alone
Cutler Bros
INCORPORATED
THE LARGEST PACKERS AND HANDLERS OF CONNECTICUT TOBACCO IN THE WORLD.
NEW YORK, CHICAGO, ST LOUIS, HAVANA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Angeles 10, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O Box) Apartado 270.
Cable: ZALEZGON **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

be exceptionally fine and if nothing unforeseen happens before the close of the harvest, there will be more tobacco of first-class quality sent to Amsterdam for sale, in the year 1902-'03, than at any time in the last five years.

My information, also direct from Sumatra, is almost directly the opposite of the foregoing.

If you can do so properly will you have the very great kindness to ascertain for me the source of the news published by the New York News Bureau? B. N.

The Answer.

Mr. James Rascovar, President and General Manager of the New York News Bureau, on August 29, exhibited to me the letter from his correspondent at Deli in the island of Sumatra, from which his Bureau obtained its information.

The New York News Bureau is a well-managed institution which serves its constituency with intelligent and disinterested zeal, and which is of good repute in the financial world of New York city.

THE MEDICINE MAN.

Budget of Fresh News from Cuba.

For the week ending August 23, the market in Havana does not keep up its former record, as the total sales only foot up 4,500 bales, which might be divided almost evenly into one-third of Vuelta Abajo, one-third of Partido and one-third of Remedios tobacco. This does not include, however, country sales, which might run up the total to possibly 3,000 bales more, if they were added to the above named 4,500 bales As a part of them may have to be resold in Havana, it is a safer plan for the present not to take them into consideration.

The causes that have led to a diminished volume of transactions are several, and possibly are only of a temporary nature. One reason given is, that the buyers still in Cuba are very discriminating and that they do a great deal of looking without doing any actual quick trading as heretofore Another reason is, that the desirable quality of wrapper vegas is getting less plentiful, and that some of the arrivals from the country are still too fresh and need more sweating in the bales before purchasers care to take hold of them. Furthermore, the pending strike of the stevedores and freight handlers on the docks, and now the addition to same of the cartmen, is crippling the trade seriously not alone in the shipment of goods but also in receiving them from the steamers, sailing vessels and railroad depots. As new tobacco has to be handled very carefully when still freshly packed, and each bale has to be put singly by itself for some days and may not be piled up like old tobacco, the consequences of their remaining piled up in the holds of the steamers or in the railroads sheds may prove a very serious loss to the merchants of Havana.

There is a bitter feeling among the strikers and some blood has been shed, still it is to be hoped that some settlement may be arrived at to concilate both parties, and thus avoid further trouble and irreparable damage to goods. A colored war veteran, General Ducassi, who has a carting business now, helped some of the shippers by transporting their goods to the steamer Mexico on August 22, but the next day he gave in to the strikers, and this left only the carts of the Henry Clay and Bock & Co., which under police protection carried some goods to the steamer's dock.

Prices for all classes of tobacco remain very firm, at least when they are desirable. Low grades, being plentiful, do not share in it, and could be picked up at relatively lower figures this year than last season.

Reports from the country do not give many particulars that would interest northern readers; therefore, it suffices to say that in the Vuelta Abajo buying is still going on to some extent for Havana cigar factories, as well as for dealers, while in the Partidos only the escojidas are in full blast which have still to finish their respective packings; nothing remains in the farmers' hands of this year's crop. In the various towns of the Vuelta Arriba more life has been noticeable, and the good serviceable part of the crop is rapidly changing hands, and is being forwarded to Havana. With the exception of one northern buyer, Max Stern, of Lewis Sylvester & Son, New York, who, it is said, has bought about 2,000 bales of new tobacco during a stay of two weeks in Santa Clara and its surroundings, no other purchasers are active, except the almacenistas of Havana.

Arrivals.

Don Adolfo Moeller returned on the Vigilancia from his successful trip to the north. Sol Hamburger arrived by the same steamer, to give his time and attention to a packing of Partido tobacco in which he had acquired an interest during his

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on
During the Month of December, 1902?
(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3.00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1)	person estimating the closest		$5,000 00 in cash
To the	2	persons whose estimates are next closest	($2,500.00 each)	5,000 00 "
To the	5	persons whose estimates are next closest	($1,000 00 each)	5,000 00 "
To the	10	persons whose estimates are next closest	($500.00 each)	5,000 00 "
To the	20	persons whose estimates are next closest	($250.00 each)	5,000.00 "
To the	25	persons whose estimates are next closest	($100.00 each)	2,500 00 "
To the	50	persons whose estimates are next closest	($50.00 each)	2,500 00 "
To the	100	persons whose estimates are next closest	($25.00 each)	2,500 00 "
To the	2,000	persons whose estimates are next closest	($10 00 each)	20,000 00 "
To the	3,000	persons whose estimates are next closest	($5 00 each)	15,000.00 "
To the	30,000	persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75,000 00 "
	35,213			
		35,213 persons		$142,500.00

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates
(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3.00 Tax per thousand, for which Stamps were purchased, appears below.

In December, 1900—467,092,208 Cigars. In December, 1901—479,312,170 Cigars. In January, 1902—496,983,717 Cigars. In February, 1902—445,495,483 Cigars. In March, 1902—516,599,027 Cigars. In April, 1902—516,835,163 Cigars. In May, 1902—523,035,907 Cigars.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.

Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

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CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG.
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No. 167 Water Street
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ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
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NEW YORK

Bridat, Mont Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers
of
Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
S. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf
Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

former visit to Havana. A. D. Goldberg, of San Francisco, arrived on the steamer Mexico on August 20, and after securing 200 bales of fine Vuelta Abajo and Partidos factory vegas left again by the same steamer for New York on the 23d., the weather in Havana proving too uncomfortably hot, and for that reason he will defer further purchases until later in the fall. Wm. Hooker, of Minneapolis, is also a new arrival.

Departures.

M. Stern, Louis Wertheimer, and Don Federico Berndes, the Austrian Consul in Havana, were passengers by the outgoing steamer Mexico.

Cigar Factories.

Some complaint is heard that the new Vuelta Abajo, and in a less degree, some Partido, is too green yet to be worked safely, so all factories that have not enough old tobacco on hand are seriously inconvenienced. The large concerns like H Upmann & Co., Henry Clay and Bock & Co., the Havana Commercial Co., La Flor de J. Suarez Murias, La Flor de Partagas, Viuda de Jose Gener y Batet, Ramon Allones, Romeo y Julieta and the Sol factory, are however, fully supplied with old tobacco, and able to fill all orders promptly.

Of northern cigar manufacturers, Sam I. Davis is taking his time in trying to secure suitable goods for his El Sidelo brand, and so far only 250 bales of high class Vueltas were taken by him. Having the able assistance of Ernest Ellinger in going through the Havana market, undoubtedly larger purchases can be announced ere long.

Arguelles, Lopez y Hermano, of Tampa, have been quite heavy purchasers of late, and bought 600 bales of the finest Vuelta and Partido factory vegas.

Commission Merchants and Leaf Dealers.

Silveira & Co. report having bought and sold 800 bales, chiefly Remedios tobacco, on commission for customers.

Bridat Mont Ros & Co. likewise traded in 300 bales for their friends

Sutter Bros — The hustlers of this company, Joe Mendlesohn and Marco Pollack, accompanied by Mr. Sutter, have something to show for their trips to the country, as 300 bales of Partido and 300 bales of Vuelta Abajo of the best growths this year, direct from the farmers and packers, are the latest result. This house is only looking for A No. 1 goods in every respect.

Leonard Freidman & Co. were again fortunate in picking up another fine Partido factory vega of 300 bales in the country.

S. L. Goldberg e Hijos sold to A. D Goldberg, of San Francisco, 200 bales of their choice Vuelta Abajo and Partido escojidas.

Cano y Hno sold only 100 bales, and report that all of their Partido packings having been sold, or at least contracted for, they have only their Vuelta Abajo packings left for sale, and as these need more curing in the bales they are prepared to do less in the way of sales for a few weeks to come at least.

Jorge, P Castaneda & Co. were busy in selling 400 bales of their fine Tumbadero packings to Havana factories. All of their output in San Antonio de los Banos is bound to find immediate purchasers, as so far they have sold as quickly as the tobacco arrived from the country.

Sobrinos de Antero Gonzalez disposed of 550 bales of Vuelta Abajo and Remedios to various manufacturers and dealers.

Aixala & Co. also were sellers to the extent of 400 bales of Partido, Vuelta Abajo and Remedios to dealers and one northern manufacturer.

Sanchez y Cueto had no trouble in finding purchasers for 200 bales of Vuelta Abajo.

Garcia & Co. did not complain about dullness, as 600 bales of Vuelta Abajo and Partido is work enough to satisfy Don Manuel.

Bruno Diaz & Co. again had a steady call for 400 bales of Vuelta Abajo and Partido factory vegas

Manuel Menendez Parra remains in the market for the Spanish contract, and quietly but steadily absorbs regular quantities each week to fill his orders.

Muniz y Gonzalez report that they gave away 400 bales of their excellent first capaduras of Remedios, but as the purchaser may have a different tale to tell, it is but fair to presume that prices were satisfactory to both.

Jose Menendez is pegging away at his escojidas and also consignments of new Remedios tobacco, although his sales only amounted to about 100 bales.

Sidney Rothschild is expecting his uncle, Don Sigmund Rothschild, every week, and in the meantime he is quietly spotting the best tobacco in the market.

Arrivals of Tobacco in Havana.

	Week ending Aug. 23. bales	Since Jan. 1 bales
Vuelta Abajo	13,338	92,853
Semi Vuelta	395	4,795
Partidos	2,446	32,611
Matanzas	7	77
Santa Clara and Remedios	3,204	73,431
Santiago de Cuba	—	12
Total	19,390	203,779

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Philadelphia's Budget of Locals.

Labor Day Generally Observed.

Labor Day was generally observed in this city on Monday last. Nearly every prominent business house, particularly in the wholesale line, having been closed for the day. The retail cigar trade in the down town sections all enjoyed a very good trade. The industrial parades drew large crowds on Broad street and intersecting streets in the down town section which naturally brought considerable transient trade for the cigarists in those sections.

United Cigar Stores Co.

The premises of the United Cigar Stores Co. at 820 Chestnut street is being transformed as rapidly as possible and is to be open to business in a very short time. They are also said to have secured additional stores in the vicinity of Tenth and Chestnut streets and Thirteenth and Market streets, but the proprietor of these establishments will not confirm the report. Options, however, have been secured on other establishments and it is said upon good authority that good locations are being looked for in several sections of the city through a real estate broker here. It is also said that a cut price business is to be conducted. Philadelphia in the cigar line is the greatest consuming city of home products in the worln. In view of this fact there is much conjecture as to the methods that may be employed by the newcomers as regards the selling prices of the products of our local manufacturers, and our more prominent dealers, who have been interviewed this week, declare that the plan is impractical in this city and that our local manufacturers would be sure to protect their former customers. It can no longer be denied, however, that the advent of the United Cigar Stores Co. in this city has brought a consternation upon quite a number of our local dealers and that the trade will be demoralized for at least a time until things have become adjusted to the newer conditions there is no reason to doubt. The United Cigar Stores Co. it is said propose to handle any and all the products for which there is a demand.

Ambassador Home Again.

F. B. Robertson, the ambassador of commerce and factory representative of the Match-It cheroots, has returned to his native quarters in this city after a business and pleasure trip through eastern Pennsylvania and New York State. He had a highly enjoyable time and also did a nice business for his house. He reports this week that since his return to this city the sale of the Match It cheroots to the jobbers has increased considerable as compared with the several previous weeks

Chas. A. Krull's Increased Facilities.

Notwithstanding the dullness which has been experienced in this city for the past week Chas. A. Krull, at 1924 Oxford street, recently extended his jobbing department by adding considerable additional space, in fact almost doubling his former capacity. Mr. Krull also recently added an additional delivery team and is doing a more extensive business than ever.

Trade in Richmond.

Ch. Brander, 577 Frankford avenue, reports an excellent volume of jobbing trade as compared with previous years. His stand is an old established one which has been nicely extended since Mr. Brander became the proprietor a little more than a year ago.

John Allen, of John Allen & Sons, 2956 Richmond street, who is one of the pioneer members of the tobacco trade in this city, and who has been for many years at the above place, reports a quiet condition of affairs in his section of the city.

Dempsey on a Trip.

E. R. Dempsey, of Dempsey & Koch, is spending a well-earned vacation at Atlantic City, having just gotten the new factory in working order which afforded him about the only opportunity of taking a few days off.

Fellheimer Store Robbed.

The cigar store of S. Fellheimer & Co., at 70 North Fourth street, was broken into some time on Sunday morning, but the robbers secured little booty, only a very small amount of cash and about $20 worth of cigars were carried away.

Sidney Labe Goes to Europe.

Sidney Labe, of the leaf firm of

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1,
TAMPA, FLA.
NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest
Havana
Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
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1014-1020 Second Ave., NEW YORK.

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I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
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CABLE ADDRESS "TACHUELA"

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF LEAF TOBACCO

Established 1888. Telephone, 4027 John.

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Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia" "Webster" "Farragut"

Office, 209 Pearl St. NEW YORK CITY.

Factory, Tampa, Fla.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection

ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.

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Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

Thos. L. Williams & Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co; Corning, N. Y.: W. C. Sleight.

BROTHERHOOD CUT PLUG

Highest Grade

Is now sold by over 600 Retail Dealers. Strictly Union Made.

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

Benjamin Labe & Sons, of this city, sailed on August 30th, per steamer Lucania for Amsterdam where he will attend the fall inscriptions of Sumatra tobacco.

A Visit to Connecticut.

John N. Kolb, president of the Theobald & Oppenheimer factories, and leaf tobacco broker Lewis Bythiner last week visited the Connecticut Valley leaf tobacco trade and made several purchases of some elegant goods.

PHILA. LEAF MARKET.

The increased activity in the leaf market which began last week has continued quite steadily. Considerable attention has been given to the Connecticut tobacco, and one or two of our larger manufacturers recently visited that section, making some purchases. Considerable trade is also reported in Pennsylvania broad leaf and Zimmer Spanish. Several small lots of Onondagos changed hands here during the past week.

The Sumatra market has been fairly active, but no specially large transactions have been reported.

EXPORTS.

Liverpool, 100 tons; Antwerp, 116 tons; St. John, N. F., 101 packages plug; Glasgow, 258 hhds; London, 108 hhds.

To Consolidate Corn Cob Pipe Factories.

It is learned that efforts are being made toward the consolidation of the six principal corncob pipe manufactories of the country. Details of the plan are not at hand, but it is understood that one of the objects in view is to concentrate some of the plants at some good point in the central West, probably Indianapolis. Five of the concerns are in Washington and St. Charles, Mo., the production of which have come to be called "Missouri meerschaums." The other plant is an Indianapolis affair known as the Union corncob pipe factory, of which E. T. Kennedy is proprietor.

Some idea of the importance of the corncob pipe industry may be had from the fact that the six concerns annually turn out more than $500,000 worth of the pipes. Mr. Kennedy within the last few years has bought up several small pipe making concerns in the vicinity of Indiana's capital city—concerns that had been unable to make their business pay well. At that Mr. Kennedy's factory is probably the smallest of the half dozen in question, but he does not think his future success depends upon combining the other five. He is said to be the least enthusiastic of all on the matter of consolidation.

"I do not know whether I shall receive a suitable offer, "said Mr. Kennedy, "and really I am not greatly concerned. I am getting along very well under existing conditions, and I am indifferent to the matter."

Trade-Mark Register.

Sunshine. 13,777.

For cigars. Registered August 28, 1902, at 11 a m, by Mark Myers, Philadelphia, Pa.

Smoker's Pleasure. 13 778.

For cigars. Registered August 29, 1902, at 9 a m, by H. J. Roth & Co., McSherrystown, Pa.

Henry J 13,779.

For cigars. Registered August 29, 1902, at 9 a m, by H. J. Roth & Co., McSherrystown, Pa.

Union Journel. 13,780.

For cigars. Registered August 39, 1902, at 9 a m, by H. J. Roth & Co., McSherrystown, Pa.

Commercial News. 13 781.

For cigars. Registered August 29, 1902, at 9 a m, by H. J. Roth & Co., McSherrystown, Pa.

REJECTIONS.

Cuban, Rica, El Dorado, Star Pointer, Porto Rico Crooks, New York Crooks, Ohio Boy, Hellam Boy, Hellam Girl, Sunlight.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Little Preacher, Principe de Isla, Principe de Golfo, Oris, Coal Club, High Knocker, Agnes Carlton, Mary Gardner, George Grey Barnard, Ivita, Pearl Maiden, Kitty Grey, Flor de Kurtz, La Flor de Charles F. Kurtz, Lakewell, La Bella Consuelo, The March of Union Labor, Turkish Mollah, Gill Bros., La Florico, Uncle Jasper, Belle of Macon, Porto Rico Blunts, U. S. Champions, Valas, Pantagraph, Oakland Light Infantry, Reuben and the Maid, Bill Bailey, Sammy, Smokem Slow, Andrea Delsarto, Meone, Bogohama, La Havatampa, Concord, Imports, Imaum, Don Cassio, El Quiros, La Otilia, Seal of Sleepy Eye, La Belda, Long Ago. Mixers' Delight. It's a Peach, Mr. Dinkle, Black Neck, Turkish Pride, Lady Porto, Cresta de Oro, Lewis Institute, World's Harbor, La Via Trana, Joe Turner, Good Fellow, Franklin Union Number Four cigars.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Quillo, 10c; Peekolo, 5c

PATENT APPLIED FOR.

JOS. KRAUS, Manufacturer, 535, 537, 539 E. 75th St., NEW YORK

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of Seed Leaf Tobacco AND Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED. 1ie Droit Building, WASHINGTON, D. C.

A Wisconsin Warehouse.

The above is a reproduction from a photograph of the leaf tobacco warehouse of J. L. & M. F. Greene, at Janesville, Wis., which is used for packing and storage purposes. It is one of the active establishments of that favorite tobacco town, exceptionally well appointed throughout for its purpose, and of more than ordinary capacity.

Sumatra Smugglers at Work.

So Bold They Are Actually Hurting Business in New York.

Complaint of the boldness of Sumatra smugglers is becoming frequent in New York. It is said to be almost impossible to sell duty-paid Sumatra to certain well posted small manufacturers on the East side, for these people can get all the Sumatra they need in certain South street saloons, or in the stores of certain small leaf dealers in their own section of the city, at from $1 to $1.50 a pound less than they would have to pay the legitimate importers. The dealers in smuggled Sumatra have such large supplies on hand that they occasionally fill orders for as much as 200 pounds at a time, and to fill a 50 pound order is an every day occurrence.

It is thought the great source of the illegitimate supply is the Red Star line of steamers, plying between New York and Antwerp. Antwerp is but two hours ride from Rotterdam and in Rotterdam and Amsterdam plenty of serviceable Sumatra is to be had at about one gulden, 40 cents, per pound. This same tobacco fetches from $1.50 to $2 a pound on the East side in New York. Like Sumatra, duty paid, cannot be bought in the New York leaf market under from $2.75 to $3 per pound.

Importers who are complaining of the boldness of the Sumatra smugglers allege that the baggage and other effects of incoming passengers on Red Star steamers are not searched with sufficient closeness by customs inspectors.

Occasionally one reads of the arrest of a sailor or stoker on ocean steamers who are caught in the attempt to land smuggled Sumatra, but no really important capture has been made in New York for a long time.

There was a time, several years ago, when Sumatra tobacco in considerable quantities was smuggled into the United States from Canada, in trunks, at Rouss's Point, New York, and at points in Vermont on the Canadian border, but this practice was promptly broken up and has not been resorted to by smugglers of late years.

The Red Star line matter is far more serious and should receive the prompt and unceasing attention of U. S. Treasury Sleuths.

The Blake Tobacco Company, of Altoona, Pa., has been incorporated with a capital of $250,000 The officers are: President and General Manager, W. W. Blake, Altoona; Vice President, M. D. Zeugschmidt, Pittsburg; Secretary Geo. L. Taylor, Altoona; Treasurer M. B Swissheim, Pittsburg. The company will establish stores in several Pennsylvania places and will have its headquarters in Pittsburg.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER, PA.

Pouch Cigars,

"Three Hits"

To Jobbers Only. *Three for Five Cents.*

PHARES W. FRY,

Lancaster, Pa.

Special Designs — Engraving Embossing

H. S. Souder,

CIGAR LABELS,

PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*

Souderton, Pa.

Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

New Cigarette Paper.

Rofia, raffia, or raphia fibre, one of the vegetable products peculiar to Madagascar, is now being used for cigarette paper, and samples have been placed in the Commercial Museum at Tamanarivo. William H. Hunt, United States Consul at Tamatave, says in regard to them: "The paper presents the qualities of decided suppleness and strength, and, as the fibre from the start is tasteless, inodorous, and exceedingly clean, it certainly recommends itself to the most fastidious." The Consul also points out that this fibre can be used for other purposes, and that therefore it will be well worth while for manufacturers to experiment with it.

Handsomest of Showcases.

The Waldorf-Astoria Segar Co. has installed in its branch store at 68 William street, New York, a showcase which has so delighted the heart of Manager L. M. Lehman that he has ordered another one just like it for another one of his company's stores.

The show case was built by the Metropolitan Store Fixtures Co., of 312 314 Bowery, New York. It has a base of seasoned oak upon each panel of which is carved the well-known oaken crown, its center occupied by the famous W-A monogram which fastidious smokers all over the United States know so well.

The top of the showcase is in sections of heavy plate glass slides. In the center of the showcase is a Stanley & Patterson cigar-cutter and lighter. At the end toward William street is a compartment for Turkish and other cigarettes, and at the other end is a similar compartment, zinc lined, and fitted with moisteners, for holding smoking tobaccos. The showcase holds 2,200 cigars in boxes.

Sumatra by the Statendam.

The steamer Statendam, reaching New York from Rotterdam on August 30, had on board the following consignments of Sumatra:

	Bales
A. Cohn & Co.	127
United Cigar Manufacturers	121
E. Spingarn & Co.	22
S. Rossin & Sons	15
Leonard Friedman & Co.	15
H. Duys & Co.	14
J. H Goetze & Co.	7
S. Dresdner	5
B. von Leer	2
Order	10
Total	338

The John Weisbaum Company, of Cincinnati, has been incorporated with a capital of $10,000 to make smokers' articles and novelties.

TIN METAL MUSLIN GLASSOID ALUMINUM

EUREKA SIGN WORKS

MAKERS OF

INDOOR Signs that Advertise OUTDOOR

114 Penn Street,

W. J. BAILEY, Manager. READING, PA.

CELLULOID ENAMELOID OIL CLOTH NICKEL CARDBOARD

Springfield, O., Changes.

Several changes recently took place among cigaristsin Springfield, O. Joseph Morey, and W. H. Hoagland purchased the Arcade store from James Adams. Mr. Adams had bought the place only a short time before from S. J. Wilkerson.

C. D. Ruggles proprietor of the Progressive cigar store at 331 Main street, Buffalo, N. Y., has filed a petition in involuntary bankruptcy. He has been since subpoened to appear in bankruptcy court.

The Postal Cigar Company, of Cleveland, O., consisting of J. L. Besuner and Herman Sandrowitz, was dissolved by mutual consent. The business will be continued by Mr. Besuner.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

IF YOU HAVE ANYTHING to offer that can be used by a cigar manufacturer to any advantage, we wish to correspond with you. We are about to get out a new catalogue, and can dispose of large quantities of such goods if we will advertise them. Let us know what you have to offer. Address CIGAR MAKERS' SUPPLIES, Box 103 care of The Tobacco World, Phila. 8-27

CIGAR FOREMAN, skilled and Experienced in all branches, wants position to take entire charge of factory, hand-work or otherwise, city or country. Speaks German and English. Exceptional reference from last employer and others. Address FOREMAN, Box 101, care of The Tobacco World, Phila. 8-27

WANTED—A first class Salesman, to sell good retail trade in Pennsylvania and New Jersey. To the right party liberal inducements will be offered. Address, with reference, L, Box 106, Care of The Tobacco World, Philadelphia. All communications confidential

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO., Lancaster, Pa.

AN EXPERIENCED AND SUCcessful salesman desires to represent a factory in Philadelphia and suburbs or the South; salary or Commission. Address, SALESMAN, Box 10, care of The Tobacco World.

FOR SALE —Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

TEN JOHN R WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8 6-tf

Imports and of Cigars Leaf Tobacco

FROM HAVANA

Per steamers Havana and Mexico.

CIGARS	cases
Acker, Merrall & Condit, New York	42
Park & Tilford, New York	29
Reymer & Bros., Pittsburg, Pa.	12
G. S. Nicholas, New York	10
B Wasserman Co., New York	9
Waldorf-Astoria Segar Co., New York	9
American Cigar Co., New York	6
Calixto Lopez & Co., New York	6
S. S. Pierce Co, Boston	6
Grommes & Ulrich, Chicago	6
C. P. Stanley & Co., St. Louis	6
M. Blaskower & Co , San Francisco	6
O. Hoffman, San Francisco	4
Goldberg, Bowen & Co., San Francisco	3
Wood, Pollard & Co , Boston	3
W. A. Stickney Cigar Co., St. Louis	1
W. G. Cochrane & Co., Philadelphia	1
Robert Steel, Philadelphia	1
Oscar Cranz & Co., Richmond, Va.	1
Jiminez & Escobar, New York	1
Macy & Jenkins, New York	1
Sprague, Warner & Co., Chicago	1
Michaud Bros., St. Paul	2
Total	169
Previously imported	6,141
Imported since Jan. 1, 1902,	6,310

LEAF TOBACCO	bales
Theobald & Oppenheimer Co., Phila	159
S. Ashner, New York	102
J. Brand & Co., New York	100
F W. Scott & Co , Boston	70
H. B. Franklin & Co., Chicago	50
F. Garcia, Bros. & Co., New York	50
L. Goldschmidt & Co., New York	36
Loeb-Nunez Havana Co , Philadelphia	34
J. P. Castenada & Co., New York	31
E Gamedo, New York	31
Hinsdale Smith & Co., New York	20
Ettenheim & Froelich, Milwaukee	20
Wm R. Beitz & Co., Milwaukee	15
Hamburger Bros. & Co., New York	9
Yocum Bros., Reading, Pa.,	7
Total	734
Previously reported	80,229
Imported since Jan. 1, 1902,	80,963

NEWS NOTES.

Freytag & Kreamer have started a cigar factory at Oregon City, Ore

M. A. Friel has succeeded to the cigar business of M. A. Borger, at Butte, Mont.

The Adams Cigar and Tobacco Co., at Catawissa, has been incorporated; capital, $5,000.

The cigar firm of Hickman & Drummond, Beatrice, Neb., has been dissolved, Mr. Hickman retiring.

W. W. Berry, Jr., of Bedford City, Va., has filed a petition in bankruptcy with liabilities of $146,099 62, contracted between 1896 and 1902.

George W. Mason, a well known cigar broker, has removed from Philadelphia to Pittsburg, to take charge of the jobbing department of the Pittsburg Cigar Company, succeeding David Bloch.

SPECIAL SELLERS.

Our GOO-GOO 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,

LITITZ, PA.

A. K. MANN, Packer of Leaf Tobacco

MILLERSVILLE, PA.

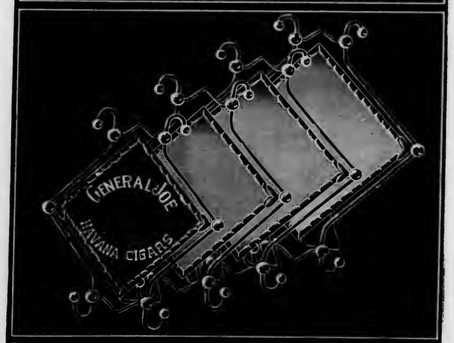
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.

PITTSBURG MIRROR & M'F'G. CO.

MANUFACTURERS OF

TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
MIRROR	6 inch.	7 inch.	8 inch.	9 inch.
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs

518-520 Seventh Ave., PITTSBURG, PA.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

PARMENTER CIGAR POCKETS are the GREATEST of WINNERS for SECURING TRADE.

SEND FOR BOOKLET

ILLUSTRATING OUR NEW AND APPROVED METHOD OF PUTTING UP THE POCKETS. RACINE PAPER GOODS CO., Racine, Wis.

COANE & PATTERSON, 105 S. 13th St., Phila. Representatives.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

UNION BUTTS

Trade-Mark

THE WORLD'S BEST CHEW.

"Good Stuff" Clean Coarse Carefully Selected Stock Sweet

UNION MADE

TAYLOR BROS. TOBACCO CO.

Mfrs. of all kinds of Natural Leaf and Sweet Tobacco

READING, PA.

Correspondence invited with Wholesale and Jobbing Trade. Free Samples to Responsible Houses.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

Max Spetter, formerly with Person & Johnson, at Wilmar, Minn., has gone into the cigar manufacturing trade at Montevideo, Minn., and has associated with him Gustav Strauxness.

The Strow Cigar Co., of Fort Dodge, Ia., has filed articles of incorporation, to transact a cigar, billard and bowling alley business; capital, $6,000, fully paid in. Incorporators are E. J. Strow, A. H. Brown, J. H. Tamm, B. Y. Nicholson, W. W. Cushman, and G. L. Caswell.

B. Durvell & Sons, tobacco manufacturers of Cincinnati, O., have filed a bill of complaint in the United States Court asking that the Hamilton Tobacco Co., of Indianapolis, be enjoined from manufacturing and selling tobacco under the brands of Red Horse, or Red Ox.

LATE REVENUE DECISIONS

Peddling Cigars.

A cigar dealer complained that certain hucksters and peddlers in his town and county were selling cigars and tobacco from broken packages, and to the detriment of the trade. The attention of the collector was directed to these charges, and he was advised that all hucksters and other persons who travel from place to place selling cigars or tobacco, must be regarded as peddlers and give bond in the penal sum of $500.

Plug Tobacco Package.

In passing upon a sample wooden box containing 120 small pieces of plug tobacco (aggregating a statutory quantity) each enclosed in a tin foil wrapper bearing the trade mark name of the tobacco, the box having affixed thereto a plug tobacco stamp in a groove three-eighths of an inch deep made for it in the lid and on one end of the box, the Commissioner approved the use of the package, when properly labeled, marked and stamped before removal from the factory. The manufacturers were cautioned however that it was also required that the firm name, the place of manufacture, the registered factory number, and the gross weight, the tare and the net weight be printed or marked on the package.

Rebate Claims.

A collector who inquired whether he should accept certain claims where the witnesses to the inventory were in the employ of the claimant or were related to him, or had themselves presented a claim or claims for rebate of taxes under the act approved April 12, 1902, where it was shown that such witnesses were of good repute and their services procured in ignorance of the regulations, was advised that in all cases in which it was discovered that the witnesses were in the employ of the claimant, or related to him, or had themselves made claims for rebate, such claims would be accepted and certified to the office for allowance in the regular course and the regulations waived, provided the collector was satisfied that there was no collusion on the part of the claimant and his witnesses to defraud the Government.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:

My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____

Contributed by

Name _____ Street, _____

City _____ State _____

CULLMAN BROS.

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

ADEN BUSER

Manufacturer of

Cigar Boxes and Cases

DEALER IN

Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc. Tilden, York Co., Pa.

Great Sire

A National Leader in Five Cent Cigars

MADE BY

J. E. Hostetter, Hanover, Pa.

Manufacturer of

High-Grade Union-Made Goods.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

KAUFFMAN BROS.

LANCASTER, PA.

Manufacturers of the Celebrated PRINCETON CADET

A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.

The Well-known Crooked Traveler

Sold through the Jobbing Trade. Factory, 119 S. Christian St.

J. L. & M. F. GREENE,

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

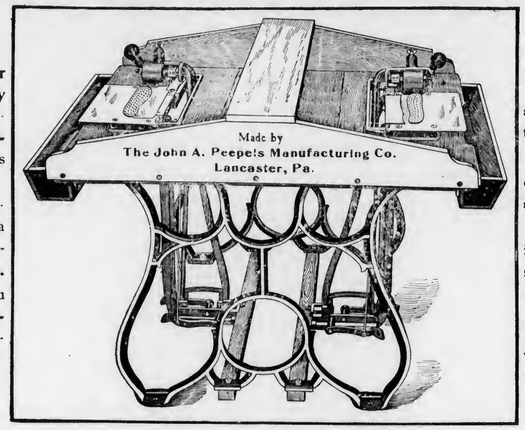
TELEPHONE

WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

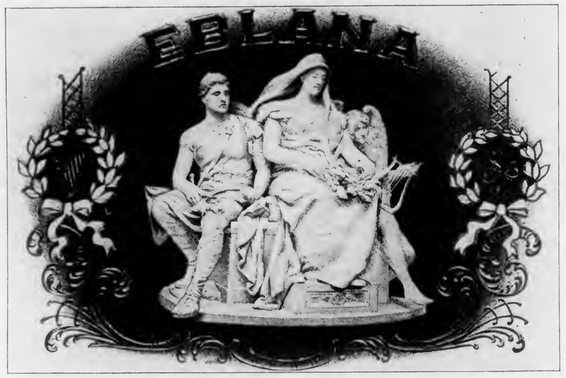
The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

Capacity, One Million per Month.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made **5c.** Cigars in the Market

Union Made
All Sizes



Union Made
All Sizes

M. Steppacher, Reading, Pa.

G. A. Kohler & Co.
Wholesale Manufacturers of

Daily Capacity, 100 000 to 125,000

Cigars

Factories:
YORK and YOE, PA.

Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

FAC SIMILE OF STERNBERG MANUFACTURING CO'S. NEW CARD.

A Western Novelty.

The accompanying cut is an illustration of a new advertising card or hanger-novelty just sent to the trade by the Sternberg Manufacturing Company of Davenport, Ia., manufacturers of molds and cigar-makers' supplies.

This art bas relief of a Sioux warrior was made by the Woodward & Tiernan Ptg. Co., of St. Louis, Mo., and is one of the most striking novelties lately seen It is claimed by the manufacturers that its beauty can be greatly enhanced if lighted from a side light, or a light almost parallel with the plane of its surface.

The Sternberg Manufacturing Company frequently put out some exclusive and uniquely attractive advertising matter, but it is conceded that their present effort in that direction is as yet their best. It is really a work of art, and is sure to be appreciated by every recipient The company's advertisement is printed in gilt at the top and bottom of the card.

E. Rosenwald & Bro's Phenomenal Two Weeks.

Benno Neuberger, of E Rosenwald & Bro, of New York, said at the conclusion of business on atur day last that the two weeks at that time just closing had been phenomenal even in the long record of his great house

"We have sold an enormous quantity of Connecticut broad leaf, Pennsylvania broad leaf, Connecticut Havana seed and Onondaga—to say nothing of Sumatra and Havana. Fully one dozen of the largest western jobbers have been our customers, and I am gratified to say, every one of them declares that business in his section has never been better."

Why Not Appear to Seem?

Egyptian Arabs cigarettes seem to appear to be holding their own with the public, as is evidenced by the tasty window display in the retail store of J A Disch, at 319 Bleecker street —From the last number of a hard working New York city contemporary.

JACOB A. MAYER & BROS.
Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR

LA FLOR DEL FLORES
The BEST and Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
Manufactured by
E. H. NEIMAN, THOMASVILLE, PA.

E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

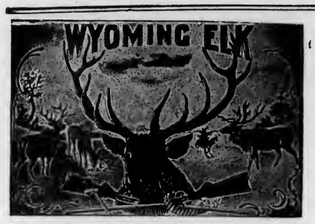
Established 1870 Factory No. 79

S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*

Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents

Correspondence with Wholesale and Jobbing Trade only invited.



"TO HAVE and TO HOLD."

Wyoming Elk CIGARS

Have them on sale, and Hold your trad

Penn Cigar Company,

723 Chestnut St. Reading, Pa.

E. E. Kahler,

328 to 332 Buttonwood Street, Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

F. H. Beltz,

MANUFACTURER OF

High-Grade Cigars

Schwenksville, Pa.

"Country Inn" Our Specialty

Clear Havana Filler 5c. Cigar.

B. F. ABEL,

Hellam, Pa

Manufacturer of

ROANA

5c. EIGHT SIZES. 10c.

Cigars

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.

Nos. 121---123 W. Front Street,

CINCINNATI, OHIO.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR

Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

M. D. BOALES,

LEAF TOBACCO BROKER

Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.

Hopkinsville, Ky.

MR. AND MRS. JOS C. HEYMAN.

Jos. C. Heyman Married.

Joseph C. Heyman, of the widely known cigar manufacturing concern of T. J. Dunn & Co., of Philadelphia, and Miss Laura Eisner, daughter of Mrs. Sarah Eisner, of 1223 North Broad street, Philadelphia, were quietly married in the presence of the bride's mother at the Holland House in New York city on August 26. News of the wedding was in the nature of a surprise to the other relatives and friends of the young couple, whose engagement was announced last March.

Immediately after the ceremony Mr. and Mrs. Heyman departed for California on their wedding journey. Upon their return they will make their home at 215 Pelham Road, Germantown.

Bob Lane's Clam Bake.

Robert E. Lane, the well-known proprietor of a chain of cigar stores in New York city, spent Saturday, Sunday and Monday last with his family at Milan in the Catskills. Besides a wagon load of toys for his children, Mr. Lane took with him about sixty bushels of clams and a corresponding quantity of other eatables and drinkables for the clam bake with which he and his friends celebrated Labor Day at Milan.

Mr. Lane denies that he has sold out to the United Cigar Stores Company, and so does George Whelan, President of that corporation.

"Finest Store in the World"

The large store at the southwest corner of Broadway and 26th street, New York, which is now in the hands of marble setters, cabinet makers and decorators, will throw open its doors to the public, it is announced, in October. This is the store which the lessees have taken for ten years at an annual rental of $25,000. The store will be conducted as a retail cigar store by the Havana American Company. Signs in the windows announce that this will be the "finest store in the world and will sell the world's best cigars."

Trade in Reading.

The cigar trust, which is buying up cigar stores with a view of controlling the business, has not yet reached Reading. Since the American Cigar Company failed to make a hit here the trade has been bothered very little with agents of the trust, but on the other hand the trade is fully prepared to meet the magnates' representatives. The general opinion here seems that Reading is too small for them to tackle for the present at least.

Mr. and Mrs. Charles Slee, of Trenton, N. J., are the guests of John G. Spatz, of this city, Mr. Slee is one of the leading cigar jobbers and tobacconists in New Jersey, and sells a large slice of Mr. Spatz's product in that district.

Cigar manufacturer Edward Ganter leaves on Thursday on an extensive business trip to points in Texas in the interest of his new 10-cent brand the Texas Shriner."

Charles W. Potteiger, proprietor of the cigar store at Sixth and Washington streets, has placed a fine electric piano in his place of business for the amusement of his patrons.

Goldsmith & Keller filed a bond with Collector Cranston, for a new cigar factory which they will operate at 749 Penn street. The firm propose manufacturing high grade hand made cigars. Their bond was approved by Mr. Cranston, and operations have already been begun.

James P. Stanton is quite busy at present and enjoys a large trade on his new brands the Golden Web and Stanton's Best. He recently returned from a business trip through the western part of the state.

J. L. & M. F. Greene, leaf tobacco dealers, have moved their offices and ware rooms from 35 North Fifth street, to 538 Franklin street. The firm is handling a large lot of Wisconsin leaf tobacco, and report business brisk.

The cigar factory of Gumpert Bros., has resumed operations after having been closed down a week in order to give the employes a vacation. During the interval improvements were made to the factory. The offices have been rearranged and other alterations made. The firm has already booked a number of large orders for the fall trade.

James P. Esterly, has sold out the goodwill stock and fixtures of his cigar store at 749 Penn street, to Goldsmith & Keller. Mr. Esterly will continue his business as distributer of the 218 Sporting Club cigar. He will have his office at 750 Penn street.

Charles Breneiser, Sr., the veteran tobacconist of this city, has presented the Lutheran Orphans' Home at Topton, with a reservoir. The latter was a necessity and was built by the trustees of the home when Mr. Breneiser made the pleasant announcement that he would foot the bill.

The Atlas Tobacco Company is doing a nice trade on its new brand of butts, which has been named Reading Flyer, after the fast train put on the main line of the P. & R., here. The package contains three, instead of two, ounces of butts, and bears a picture of Engine 317, which is known as the Flyer. The firm was the pioneer in the trade to increase the size of packages to three ounces, in order to give patrons the benefit of the cut in the revenue tax on this class of tobacco. The product is distributed by Chas. Breneiser & Sons.

Latest News from York, Pa.

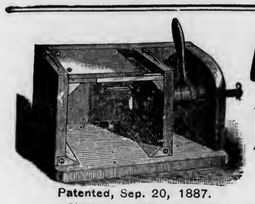
Some of the farmers are cutting their tobacco. It appears that while the crop is not as prolific as in some previous years, the quality and appearance of the leaf are unequalled. The failure of a great many growers to replant after the drought in the early spring accounts for the short crop, and the exceedingly fine weather succeeding gave abundant nourishment to the plants of those who were fortunate enough to have replanted.

A destructive fire to the community, and unfortunate to the tobacco industry, occurred in York on Thursday morning at 4 o'clock, when the Palace of Amusement and buildings in the vicinity were totally destroyed, with their contents. The large brick building to the rear on Market street was occupied by I B. Hostetter, as a packing and storage warehouse for his own and a large quantity of fine broad leaf B's, the property of Sutter Bros., of New York. All the tobacco consisting of several hundred cases, valued at $15,000, was entirely destroyed by fire, water and smoke, but it was fully insured.

The fire is said to have been of incendiary origin, and started in the plant of the Winget Machine Company, causing a loss of $15 000, there being no insurance.

This company at the time of the fire had on hand a large quantity of molds, bunching machines and other machinery, all of which was totally destroyed. A representative of The Tobacco World has, however, been informed by J. Stanley Winget, the head of the concern, that they have arrangements with a western mold manufacturing establishment, which will enable them to fill all orders promptly. The firm also had out among cigar manufacturers numerous bunching and other special machinery used in demonstrating their respective merits, and this will give them a sufficient source of supply until new ones can be built to fill orders, thus saving their customers much delay which would otherwise be inevitable.

A. A. Leber, of Red Lion, was convicted of using and selling bogus union labels. The judge imposed



Patented, Sep. 20, 1887.

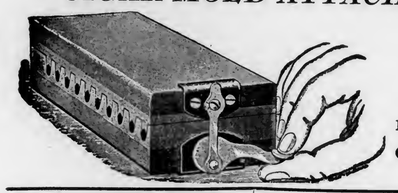
A. THALHEIMER & SON,

DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of Knock-Down Cigar Boxes AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871

CAPACITY 75,000 PER DAY

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A. S. & A. B. Groff,

Packers of

Penna. Seed Leaf TOBACCO

We have a few **B and C Fillers** left of the 1900 crop.

EAST PETERSBURG, PA.

Special Brands made to order. JOHN E. OLP, Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

a penalty of eighteen months in the Adams county jail and a fine of $100 with costs of prosecution.

About one half of the workmen employed in Charles Rosts' cigar factory in Red Lion went on a strike last week, on account of some alleged unfair treatment.

B C. Flinchbaugh, who conducted a factory in Shrewsbury until recently, when it was destroyed by fire, has mysteriously disappeared from his home in York. No clue to his wherebouts or cause for his disappearance has as yet been forthcoming.

D A. Shreiver, of D. A. Shreiver & Co , leaf dealers here, was absent from the city several days last week on a business trip to Baltimore.

The first time you encounter Barney Reginsberger, dear reader, ask him to relate his experience on his voyage to Europe. Barney, with Mrs. Reginsberger, spent his vacation in Holland this summer, and has lately returned. His story is amusing and highly interesting.

Amongst others who occasionally visit the trade here are George Gibson, of Sneeringer & Co., Baltimore, Md., and S. L. Johns, of McSherrystown, Pa.

A Leaf Coup at Viroqua, Wis.

Leaf buyers collected at Viroqua, Wis., in readiness to begin buying the new crop grown in that section of the state, were reinforced early last week by the arrival from other growing sections of the staff of buyers representing E. Rosenwald & Bro., of New York.

These gentlemen, acting under instructions from headquarters, began buying at once and, report has it, have succeeded in securing between 2,500 and 3.000 cases of the new crop.

Louis Ed Valloft in New York.

Louis Ed Valloft, President of the Southern Tobacco Company, large jobbers of tobacco and cigars in New Orleans, has been calling on friends in New York.

Charles Fox's Vacation.

Charles Fox, of F. Miranda & Co., of New York, left on August 28 for a five days' vacation in the Catskills.

This is the second outing of more than two days that Mr. Fox has had during his thirty years' connection with the trade.

New York Leaf Market.

Business in the New York leaf market, of late, has been remarkably good. The market has been crowded with big out of town buyers, most of whom invested largely in the new domestic crops.

And yet it is a fact that the "knocker" has been at work in the market. The "knocker" is unpopular always, and he usually finds something to do. The "knocker's" aim seems to be to spoil business for other folks. In the New York leaf market last week the "knocker" took pains to give "a black eye" to certain types of the new domestic cigar leaf. He was careful to depreciate the quality of those tobaccos with which he himself was not stocked up. For instance, one of the "knockers" was very loud-mouthed in depreciating the new Connecticut. He alleged that there was no good leaf at all in the new Connecticut, and he unquestionally did spoil the sale of some of this crop, for two or three of the western jobbers who listened to him left New York without buying.

There is undoubtedly some poor leaf in the new Connecticut. On the other hand, there is also a good deal that is very fine. This is the case with every crop of tobaccco that has ever been raised anywhere. The misfortune is that the "knockers" last week succeeded in preventing a thorough inspection of the new Connecticut now in the hands of certain careful packers who are conscious that their holdings are in every way desirable. When the jobbers who went home come to realize this fact, they will probably return to New York and invest.

The market in Sumatra and Havana has been comparatively quiet.

Rough on Royalty.

BY THE RECKLESS RHYMESTER.

Hohenzollern, Hapsburg, Romanoff,
Stuart, Wittelsbach, Bourbon—
Names that history knows full well—
You've imposed your will upon
Europe now for many a year.
You have filled her places high
With your soldiers, statesmen, rogues;
And the day is surely nigh
When you'll be but memories;
When your sceptres and ermine,
When your vanities and crowns
Will be sifted down so fine
That a crematory vase
On some future museum's shelf
Shall suffice to indicate
Which was Gibbeline, which Guelph.
Or, perhaps, imperial dust
Mingling with the common soil
Will in open highways be
Trodden by the feet of toil;
And that pure patrician blood
Now so greatly prized by you
Will its blue distinction lose
In the course of filtering through
Earth and mold and clammy damp
Which exudes from vaults of stone
Where dead grandeur rots away
In its stateliness alone
In my frenzy, I'll admit
That I may be losing sight
Of a most important fact,
If so, I'll set myself aright.
It may be that the dust of kings
Has a value all its own
To great Nature in her work
(To such vagaries she's prone.)
It may be, and who shall say
That it is a theory new,
That some special virtue lurks
In the famous "sangre bleu"
Of your royal veins and that
Nature has a working plan
That will change your buried selves
Into something good for man?

My hypothesis I'll prove
By a well known case in point—
TOBACCO in its primal home
Must havesprung from kingsanoint
Incas' dust, and that great line
Montezuma sprang from, made
The first soil in which it grew.
Where the royal bones were laid
The plant divine first oped its leaves
To the hot meridian sun.
Montezuma's hour is past
And the Incas' race is run.
In their day, I have no doubt
That they did quite well enough;
I'm content to sample them
In cigars, or pipes, or snuff.
And I'd say to modern kings
Who would have like virtue lie
In their anointed blood and bones,
"Please, just hurry up and die!"

The Morgan Marshall Case.

The hearing before U. S. Commissioner Shields in the case of Morgan Marshall, a well known retail cigar dealer at Broadway and Chambers street, New York, who was arrested on August 14 by Frank G Thompson, Revenue Agent in charge of the second New York district on the charge of violating certain sections of the U. S. statutes against the refilling of cigar boxes which was set down for August 28 was postponed to September 18 upon the request of Marshall's counsel who was called out of the city.

Following is the affidavit of Revenue Agent Thompson upon which Mr. Marshall is held:

Frank G Thompson, Revenue Agent, being duly sworn, says that at and in said District on the 14th day of August, 1902, said Morgan Marshall unlawfully and wilfully sold one hundred cigars not properly boxed and stamped; that is to say, one hundred cigars which then and there were not packed in a box or boxes previously unused for that purpose, and were not stamped with a stamp or stamps denoting the internal revenue tax on said cigars (3397, 3392, 1st Supp. 241, 864); and did feloneously, unlawfully, knowningly and wilfully have in his possession certain cigars, viz. 200 cigars on which the tax to which they were then and there liable had not been paid, as required by law; he, the said Morgan Marshall, then and there well knowing the said tax had not been paid as aforesaid. (Sec. 3397. Second clause) and did unlawfully and feloneously use for packing cigars a certain box which theretofore had contained cigars and had been emptied of said cigars, and then and there bore internal revenue stamp for denoting the tax on said cigars, of which the said box had been so emptied (3406. 2d clause) And did unlawfully and feloneously have in his possession ten cigar boxes which had theretofore contained cigars and had been emptied of said cigars. and then and there bore an internal revenue stamp for denoting the tax on said cigars, of which said box had been so emptied and did fail to destroy utterly the stamps thereon; against the peace of the United States and their dignity. and contrary to the form of the statute of the United States in such case made and provided.

FRANK G. THOMPSON.

Mr. Thompson has been transferred from the second New York to the Albany district.

Another Bamberger Banker.

Oscar Bamberger, well and favorably known to the trade of Philadelphia and New York, and latterly with Simon Auerbach & Co., announces that he has severed his connection with the tobacco business He has opened a banking office at 62 Liberty street. New York.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

A. M. SHEPP,
Leaf Tobacco Broker
P. O. Box 108,
York, Pa.

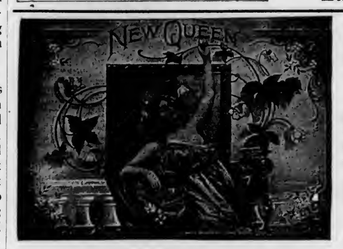
P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

RED LION, YORK CO. PA.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.



R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

NOW IS A GOOD TIME

There is no time like now.

The past is gone and cannot be recalled.

To-morrow never comes and the people who put things off waiting for to-morrow are the unsuccessful in business and in everything else.

Now is the very best time in the world for you to consider seriously and favorably the question of installing the DuBrul Dieless Suction Table.

Every day you put this off is a day when you did not make as much money as you might.

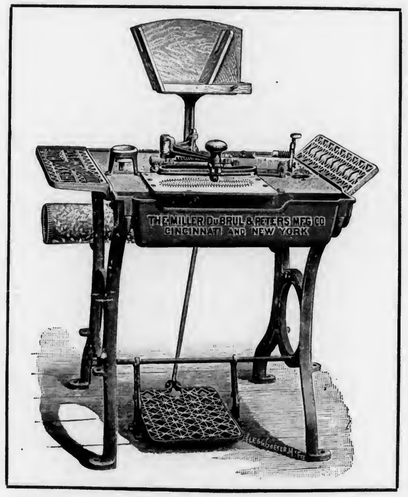
You are in business to make money and anything which will help you make money naturally possesses the keenest possible interest for you.

We are not guessing about the DuBrul Dieless Table.

We commenced to make Suction Tables about five years ago and while we have always made what has been considered the best table on the market, it was far from satisfying us.

The new table, the DuBrul Dieless Suction Table, does satisfy us and that is about the highest praise that we can bestow upon it.

We were never contented with the dies and rollers of the table of other constructions. We knew that they were in the way, hard to keep in order, expensive, and that they did not do really satisfactory work. The work they did was good, comparatively speaking, but the dies were constantly getting dull—that could not be prevented—and the resulting white streak on the edge of the wrapper certainly made a bad looking job, so bad that a clear Havana can't be well made with dies.



We were bound to get rid of all this and we have.

The Dieless Table, while more simple in construction than any other suction table, has no dies or rollers and cuts the wrapper with a circular knife, which can very easily be kept sharp, so sharp as to give the best sort of an edge to the wrapper, and never tear a wrapper in the cutting.

Think of every possible objection to the Suction Table and take our word for the fact that these objections have all been removed.

We not only have a perfect table from every point of view, but we have one which, by reason of its simplicity and ease with which it may be manipulated, is gladly welcomed by the operator instead of being frowned upon. This is a good point in holding your labor.

It enables operators with very little experience to do better work than skilled operators can do, hampered by a table with such makeshift mechanism as dies and rollers.

All these things are set forth and explained in detail in a little book which we have just issued and this book is yours for the asking.

Ask for Booklet W. S.

It seems to us that every cigar manufacturer ought to be interested enough in a proposition of this kind to find out all about it, and if he persists in a Die Table proposition we can show him the best of that kind to be seen at our offices side by side with the Dieless Table.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

A few sales of tobacco are made, but prices are not mentioned. In fact, there are but a few lots that are held by the growers, but in many cases they are held partially on commission, the real owner stipulating the price to be obtained and really is the factor. The sales that are reported do not, of course, affect those packings that are held for the use of large manufacturers, and so out of the market The new crop has made an excellent growth during the past month, and is developing a nice, clean and almost a perfectly sound leaf, that bids fair to be a perfect crop. Great care should be taken to allow it to get fully ripe, and then every precaution used to prevent any and all damage by endeavoring to crowd too many plants into the curing barns. Good ventilation must be preserved even though fans have to be used. We hear of one barn 325 feet in length, where the owner, having a gasoline engine, made it operate on needed occasions, and thus secured his crop wholly free from pole burn.

Our correspondents write:

Hatfield: "A large portion of the tobacco crop is harvested. A very nice crop, sound in all respects. The shaded tobacco is doing well, and the work of priming is about half through. One sale of 3½ acres at 13 cents in the bundle. Growers refuse to give a price when asked. Advanced offers have been made for old goods."

Vernon: "B. W. Tyler has commenced harvesting tobacco, and others will begin this week. The leaf is sound, with no damage from any cause. The crop is a very good one, notwithstanding the very cold and wet weather."

Northampton: "The tobacco in this town is looking finely. Ira Guilford commences harvesting today. The leaf is sound, free from damage.

North Hadley: "Harvesting has become quite general, and a few are nearly through. The crop is a very fine one and unusually sound. So far we have no kind of damage. Several new curing barns have been built."

East Hartford: "Our crop of tobacco is a very fine one, and, except a small area, is free from all kinds of damage. Buyers have been around, but no one seems to be anxious to set a price. Many think that it will command high figures"

North Hatfield: "The work of cutting is going on One grower with the same acreage as last year had to stop after cutting five acres, and put two bents on one of his large barns. The leaf is perfectly sound, and bids fair to be a No. 1 crop. No sales, and no one seems anxious to sell at present"—American Cultivator.

BALDWINSVILLE, N. Y.

The interest among the local buyers is at present centered in the new crop. No sales have been reported but some of the buyers have been riding to keep posted upon the condition of the crop that they may know later where to look for good tobacco. The favorable weather condition of the past few days has made a decided improvement in the appearance of the growing crops. Several have already commenced cutting and a number expect to begin the harvesting of the crop next week. A representative of The Gazette rode through the Cold Spring district yesterday afternoon and was surprised at the number of good crops in that section. A number had started cutting and many really fine crops were noticed. A few poor crops on wet ground were in evidence, but they were in the minority. A number of good crops were looked at and the plants were found to be of good size and quality. Among those who have started cutting in the Cold Spring section are James McNamara, 6 acres, George W. Green, 5 acres, and James Slauson, 2½ acres. E. W. Tucker also has 5 acres which he expects to begin harvesting this week. Among others in this section who have commenced cutting are E. E Wells and Frank Schutter, of Van Buren, who started cutting Monday.—Gazette.

EDGERTON, WIS.

Interest in tobacco matters is still centered in the Vernon county section but the best information that reaches us is that the amount of buying of the new crop reported to have taken place in the fields is quite generally overestimated. A good deal of riding has been done and a few contracts placed at from 10 to 12 cents for promising crops, but nothing like a general movement has as yet been induced. The frequent importuning of growers and the riding of the country has had the effect of bracing up a good stiff asking price among the farmers, making it pretty hard to effect trading, were the buyers disposed. The situation is not worrying the conservative dealers or the larger operators who so far are only spectators.

The harvest of the new crop is going forward very rapidly under

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
Phone—Long Distance and Local YORK, PA.

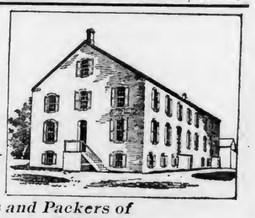
D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses. Write for prices.

S. L. JOHNS, Packer of Leaf Tobacco, Office, **Mc Sherrystown, Pa.**
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

Celluloid Advertising Signs

The kind that are Most Attractive, Durable and Cheap, are made by

TAGER & EPSTEIN,

476 Broadway, NEW YORK.

WRITE FOR SAMPLES AND PRICES.

Embossed Cigar Bands

ARE ALL THE RAGE.

We have them in large variety. Send for samples.

William Steiner, Sons & Co.

LARGEST Lithographers, CHEAPEST

116 and 118 E. Fourteenth St., NEW YORK.

Best Workmanship The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

fine weather conditions this week. A rain now would assist in finishing off the later fields and help the curing of the earlier shedded leaf. The crop that is rapidly being secured is fully up to the expectations of growers, both in size and quality.

There is little change to note in the cured leaf market. Sales are confined to small lots in the main, though a trifle better tone prevails, and more frequent inquiries are reported. Packers are commencing to sample their holdings in a limited way, though hardly enough to determine the standing of last season's crop.

Shipments, 539cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

No break market this week, as sales are made private on demand of buyers inquiry for specialties, when holders will sample and trading follows. Inquiries are frequent and more general demand from export and home trade. Stocks, small consisting mostly of Medium, Good and Fine Leaf, 24 to 28 inches long, good substance and spread, selling 8 to 12½c to quality.

Crop now being cut and housed is clean, short leaf. Estimated 300 to 600 pounds per acre, about one-half in pounds as compared with last year. Long leaf will be very scarce in the crop. Light rains have fallen but doing little good, as much of the crop will have to be cut on account of firing and ripeness.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 63 hhds; offerings on the breaks, 166 hhds; sales, 185 hhds.

The breaks ran generally low in grade and prices showed no material change. Stocks are lessening under the weekly shipments.

In the dry portion of the district the crop is field-firing and drought ripening, and is being cut; the yield will be light and produce no stemming leaf. The general rains prayed for have not yet fallen.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.50 to 6.25
Common Leaf	6.50 to 7.25
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00

—A contract is said to have been made by parties from the United States for the purchase of La Tabaceleria Mexicana, the great cigarette factory of the city of Mexico.

The Cultivation of Tobacco in Pennsylvania.

By Daniel A. Smith, an Experienced Grower, Leaf Dealer and Cigar Manufacturer.

(Continued from issue of August 13.)

The actual work of cultivation begins shortly after transplanting has been completed. The first thing to do is to thoroughly hoe the field. A shovel harrow is the most suitable with which to pass through the rows in order to loosen the earth and to exterminate the grass and weeds, then hoe and scrape the entire row, loosening the earth around the plants at the same time, but exceeding care must be taken not to injure the plants, for by loosening them the growth becomes stunned. It is well to do this as soon as possible after the plants have started to grow, as it will give the grass and weeds less chance to make progress. After this the plants should be given time to grow about two inches more when they should receive the second careful hoeing in practically the same manner as has been already outlined In hoeing the plants the second time the ground should be drawn around the stalk. If this is properly done the plants will become much more sturdy, and will fasten themselves to the earth sufficiently to withstand moderate storms splendidly. The more the soil is worked in this careful manner the better crop you can expect. Weeds must be kept down, as they take away from the growing plants much of the needed strength of the soil. By the time that this shall all have been done some of the stalks will be ready for topping.

The question of topping is a matter upon which there is a divergence of opinion. Experience has convinced me, however, that the better method is to not let the stalks get too high, or they will become what may be called "shooting plants." After the stalk has shot up then it is already more or less hardened, and to avoid this it is better that the topping be done a little earlier. The topping is merely to pinch the heart out of the top of the stalks which would grow into seed pods, and can be safely done when the stalks have grown from eight to twelve leaves, but a grower must be guided somewhat by the weather, or season, and the growth of the plants.

It is necessary to be cautious, however, that in pinching the heart the small leaves around it are not injured. The top leaves should be separated with the one hand from the heart of the stalk while with the nails of the thumb and forefinger of the other hand the heart can be easily removed. It also frequently occurs that stalks do not grow alike, and that when topping time shall have arrived some of the stalks will not have had sufficient growth to warrant this process. It is, therefore, better to go through the field each day for a time, topping such plants as have reached the proper growth.

No sooner will the topping process have been completed than suckers may be noticed, which entail some more hard and laborious work. In order to again give the plants all the substance possible, it is necessary to remove from the stalks these suckers or shooting branches, when they are not much longer than an inch. This is also necessarily a tedious task, for the plants are so susceptible to injury from the slightest bruise which they may receive by careless work in removing suckers, and if so injured some of the leaves are liable to become deformed. Suckers usually appear first at the top of the stalk, and grow rapidly if not removed.

The ripening of the plants is easily discernible. The leaves become thick and are usually cracked when squeezed between the thumb and forefinger. When the tobacco plants have become ripened the cutting time is at hand.

As regards cutting, the old way, I consider, is yet the best, which is to pass through the patch daily cutting such stalks as are ripe and ready and carrying them out of the patch. This method, however, has been practically abolished, presumably because it entails more work than seems to be now given to tobacco, for in these days shears are usually taken and cutting around the patch as they go. Acres are being now harvested in a much shorter time than formerly, but by the former method much more satisfactory crops in weight, color and quality were the result. Cutting was formerly done during the latter part of August and the beginning of September, but owing to the early planting of the present day, cutting commences about the beginning of August, and sometimes in the greatest of heat, which naturally is very hard on the drying or curing of the leaves. When cutting has commenced housing begins also.

Too little attention, I believe, is being given to housing and not enough care to the method of stringing and hanging, for in the process of splitting the stalk you are very apt to ruin the lower leaves. Some growers, after it has been strung on laths, place it on scaffolds in the field and leave it to wither so that it may be hung more closely, thus saving room in the tobacco barn. This is an extremely dangerous

A Whole Building on Broadway

less the ground floor (5 floors just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Cigar Molds

Knives, Boards, Cutters, Presses, Casers, Scrap Cutters, Automatic Sprayers, Branding Machines, Bookers, Block Bundlers, Revenue Tools in fact. **Everything that can be used to advantage in a Cigar Manufactory,** is illustrated in **OUR CATALOGUE No. 5.** It also contains all the latest and up to date Cigar Mold Shapes. **Ask for it,** before you make that other fellow happy with your order at a big price. We can please you, and **Save You Money,** at that.

The Sternberg Mfg. Co.

DAVENPORT, Ia., U. S. A.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 5,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

CIGAR BOXES of Every Description

Gold Leaf Embossed Work

A. Kauffman & Bro., York, Pa.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order. A Trial Order Solicited. Sumatra Wrapped and Long Filler Goods a Specialty.
RED LION, PA.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Cable Address, "CLARK."
Clarksville, Tenn.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855.
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

method, and ofter results in shed burnt tobacco. If there appears to be much highly humid weather the better way, particularly if the tobacco is long, is to put not more than five stalks at the most on a lath, leaving it in the field to wither before stringing, so that it may then be put into the tobacco barn at once, and in this way it is not exposed to the sun and weather unnecessarily. In the tobacco barn the laths should be placed far enough apart so that in case of humid weather it would have no chance to burn.

In years gone by shed burnt tobacco was not heard of, for at that time tobacco barns had plenty of ventilation, and in addition they had an earthen floor where the natural dampness would aid the tobacco. It had plenty of air passing around, but to-day it appears to be quite the reverse. The sheds are closed, with now and then a board fastened to hinges permitting the air to strike only certain parts of the stalk when ventilation is given, and a floor underneath with a few trap doors to open, and when they are opened the foul air that comes from the cellar of the shed underneath contaminates the leaves, causing moldy tips, or curly tips, or some other damage. In the old method of housing and curing such conditions of tobacco as are known at the present day were not known. For instance, cold sweat, white vein, etc., which it is claimed is brought on by the present method of handling and preparing tobacco for the market.

In former years the tobacco was never removed from the tobacco sheds until January or until the stalks had been frozen to a brown color, after which, when there came a spell of damp weather, it damp ened the tobacco just enough to permit its removal without injury. No sap remained in the stalk, thus there could be no sap returned to the stem of the leaf, which fact also prevented the stem of the leaf from becoming fatty. Nowadays, however, tobacco is removed during the month of November, or as soon as the leaf is cured. The stalks are quite green yet, and then when moist weather overtakes the tobacco there is still some sap in the stalk which returns to the heavy part of the stem of the leaf, thus making the stem of the leaf heavy and soft. Should there be no damp weather the tobacco is carefully removed from the poles and hung in the cellar, where there is every chance for it to draw again to itself all the foul air and dampness which the present day cellars possess, and since there is not sufficiently fresh air leading into the cellar the tobacco can scarcely become damp to any great extent. In fact, I have seen in my time as high as twenty barrels of water poured into a cellar to make it damp enough to hang tobacco therein, and the tobacco was left to hang there until damp enough to be stripped, which takes from two to three weeks. After it has become damp enough from these impurities it is removed to the stripping room.

How different from the old way, which I contend is still the proper way, for when each stalk was hung by itself with a wooden peg about eight inches long on heavy laths, and kept from drying too fast, after it was removed for stripping the pegs were drawn out and the tobacco covered with cornfodder which kept it from drying out and then stripping was started. If, perchance, it was too cold to strip it in the tobacco shed the tobacco was removed to the barn and bulked in some dry place in the barn cellar. At the present time it is taken from the damp cellar into a warm stripping room, and even after it is dried out the least bit there appears to be at at all times a sprayer with warm water at hand to spray the tobacco and then bulk it. In a cellar where there is already an unnatural dampness it soon brings the tobacco into a heat which can scarcely fail to make it soft and unmerchantable.

The buyer then comes along to make his purchases, and finding it in such a condition will not pay as much for it as if it was in a good state of preservation.

Naturally enough the farmer, who perhaps devoted the greater part of the year to his crop, suffers a loss. Sometimes the merchant buys it on the poles, which is a hazardous practice, as it is impossible to tell what he is getting, and then when received at the proper time trouble at the tobacco warehouses frequently follows.

Tobacco that has been treated to too much water is most susceptable to damage after being placed in cases. It is, therefore, easy to imagine the suspense which a packer is under until the sweating shall have been successfully passed through. In packing, the more tobacco is handled the better it is, as the dampness will in many cases leave it more or less, and it is a dangerous practice to pack in too moist a condition, although it must have just sufficient moisture to produce a certain amount of heat.

It has been observed that the trials of a tobacco grower are manifold, but I contend that it is oftentimes unnecessary. The culture of tobacco should be conducted in a nice and neat manner, and experience has convinced me that when such processes are conscientiously carried out success is sure to follow.

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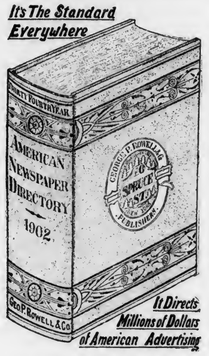
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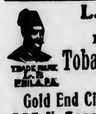

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BUSINESS CHANGES, FIRES, Etc.

California.

Los Angeles—U. E. Frizzelle, cigars; damaged by fire. Insurance $500.

Connecticut.

Ansonia—Charles O. Harting, cigars; filed a petition in bankruptcy.

Kentucky.

Greenville—H. N. Martin & Co. tobacco; succeeded by Martin, Martin & Co.—R. T. Martin & Co., tobacco manufacturers, sold out.

Massachusetts.

Boston—Victor Nyquist, cigars; chattel mtge., $600.

Michigan.

Detroit—M. E. Keyes & Co., cigars; tobacco, etc., bill of sale, $2,000.

Jackson—Markham & Denio, cigars; succeeded by Charles C. Denio.

Missouri.

Kansas City—Egbert Tobacco Co. incorporated, capital $15,000.

New Jersey.

Jersey City—Gottlieb B. Herbst, cigars; real estate mtge., $1,200.

New York.

Binghamton—W. H. Clark, cigar manufacturer; chattel mtge., $300.

New York City—John Franz, retail cigars and tobacco; sold out—Aaron Weisberger, of A. Weisberger & Co., cigar manufacturers; dead.

Schenectady—A. G. Davis, cigars; deed $1,600.

Ohio.

Cincinnati—J. E. Brown & Co., leaf tobacco; assigned.—J. H. Silvers, leaf tobacco; dead.

Delaware—Joel Bargdell, tobacco; real estate mtge., $400, canceled.

Pennsylvania.

Philadelphia—Auer, Dempsey & Koch, cigar manufacturers, dissolved; succeeded by Dempsey & Koch.

Washington.

Chewelah—N. Caughlin, cigars; succeeded by J. Roftus.

Wisconsin.

Janesville E H. Connell, cigars and tobacco; released real estate mtge. $300.

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707,568 Machine for boxing matches; Augustus E Ellinwood, Akron, O.

707,766 Cigarette machine; Guido Ferrari, Philadelphia, Pa.

707,767 Tobacco-measuring mechanism for cigarette-machines; Guido Ferrari, Philadelphia. Pa.

707,768 Automatic stop mechanism for cigarette machines; Guido Ferrari, Philadelphia, Pa.

707,778 Tobacco cutting machine; Max Himoff, New York city.

707,742 Cigar bunching machine; Wm. Weierbach and E. S. Dickson, assignor to Pittsburg Cigar Machine Co., Pittsburg, Pa.

707,748 Cigar-bunching machine; John R. Williams, East Orange, N. J., assignor to John R. Williams Co., New York city.

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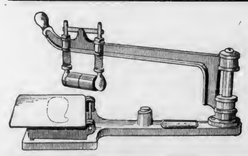

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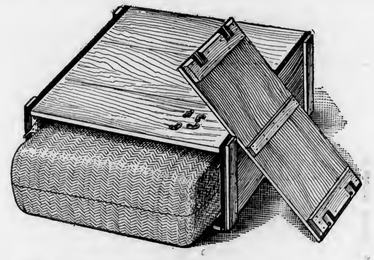

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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXXVII.—"MUSIC AND THE WEED."

By WILLIAM VIGELIUS of Havemeyers & Vigelius.

On her deathbed, the aged abbess of Mossy Mead, she who had been the nobly born Adelaide von Glafey, babbled of a pipe of tobacco. After nearly sixty years in the monastery which she had entered as a young girl, after a lifetime of prayer and good deeds, the pipe her poet lover had smoked during his short wooing in those glorious days so many, many weary years before, was glowing once again in the imagination of the dying abbess.

Perhaps the story is new to you, or perhaps it needs to be told again to bring it back to your recollection.

The words and the divine music to which Beethoven wedded them are world famous, for who has not heard, once in his lifetime at least, some great artist sing "Adelaide"?

The words were written by Friedrich Matthisson, and they were inspired by Adelaide von Glafey. That was in 1796. Matthisson was the son of a poor pastor; the lady of his adoration was the daughter of one of the proudest noblemen in Germany, and aristocrat to her fingers' tips. The poem is one of the finest ever written to a woman, and would be immortal even without Beethoven's music. They moved the Lady Adelaide, but they could not move her father. He was inexorable.

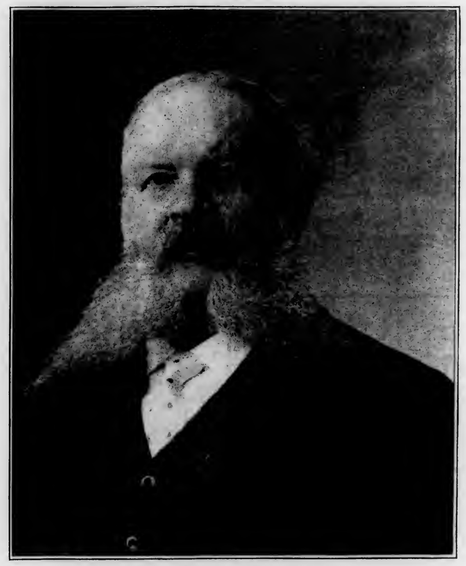
"For you, my daughter," he said, "there is but one alternative to marriage with one of your own rank—the convent."

The broken-hearted girl, dutiful even when obedience meant the sacrifice of her own happiness, bent her head and became a nun at Mossy Mead.

And her poet lover? Alas, the graceless scamp consoled himself with another. He was poet all through. He forgot the lips that were far away within convent walls, and made love to those that were near in the free world.

It was nearly fifty years before the Lady Adelaide heard that song again. She was an old woman and, in her place at the head of the convent, had invited Prince and Princess George of Dessau and their suite to a concert given in their honor. She was a very stately, a very reserved old dame now, and had probably long forgotten the man who had sung of her when she was a girl. But a singer, a tenor from the Dresden Opera, brought it all back to her again, right within the convent walls, for he sang "Adelaide" for an encore. The abbess was seen to start as the first strains of the song fell upon her ear. Then, as the singer went on, and brought out all the passion, all the longing there is in it, she straightened in her chair of state, her face grew pale, her eyes filled with tears, her frail hands shook as with palsy, and the gold cross upon her bosom rose and fell with the too rapid palpitation of her heart and her struggle to retain her composure.

It is recorded that many of those who were present divined her sorrow, for all were more or less familiar with her story, and with the details of that episode of her youth which had given birth to the marvelous song. But they were all well-bred people, and the poor abbess finished the evening without a too visible breakdown.



MR WILLIAM VIGELIUS.

And what manner of man was this poet who had written the song, and who had held his place in the heart of a woman who lived beyond the Scriptural limit? He was a very great poet, as his song proves, but he was also in many particulars a rather commonplace individual. In the first place he was much older than the Lady Adelaide. He wore shabby clothes, he drank beer and he smoked to excess He was a typical German smoker. No lover with a dainty cigarette was he; for cigarettes were unknown in Germany in the eighteenth century. And so were cigars, at least so far as Friedrich Matthisson was concerned. He smoked kanaster tobacco in a porcelain pipe with a long stem to it. He seemed to be smoking all the time. He smoked when he read; he smoked when he wrote; he went to bed with his pipestem between his teeth, and the first thing he did in the morning was to call for a light so that he might lose no time. He even smoked when he talked soft nothings, or softer everythings, to the Lady Adelaide. And it was of this valiant smoker that the aged abbess of Mossy Mead was babbling as she lay dying in her bed in the convent cell. And it was of his pipe that her faltering words spoke. She saw again the poet in his threadbare coat, but she recalled no word of all those he had poured into her ear; she heard his sighs, but they told her nothing of his passion, for they were concerned solely with his pipe which appeared to be clogged. Of the beautiful or the sublime scenery in that far-off Switzerland whither his letters had followed her prior to his final rejection, she saw nothing, but she described with pains taking care the trumpery little chromo on the bowl of his pipe, and her last words were these:

"That tobacco smelled so sweet. Why is it no one has smoked in my presence these sixty years past?"

And so saying she breathed her last, after a stainless life devoted to God's service.

And the poesy and the music her youthful beauty had inspired were thus strangely linked at the end with that weed to which her poet lover had been so inveterately devoted.

Poor Friedrich Matthisson! Poor Adelaide von Glafey; why could not the music and the weed have been more happily united in your life's story?

Next Week.–Chapter XXXVIII: "The Smoking Room of Mr. Gorgias Midas," by H. J. Spingarn, of E Spingarn & Co.

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SEPTEMBER 10, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

XVII.

A letter denouncing the business methods of the United Cigar Stores Company, and apparently written in great excitement, has been received by The Tobacco World. The writer calls the business methods of the corporation named, "not competition but murder." He says the United Cigar Stores Company is doing "dirty work for the trust," but he offers no proofs of this last statement. Employing the language of Shylock, "he takes my life who takes the means whereby I live," The Tobacco World's correspondent says that the lowering of the retail price of established brands of cigars by the United Cigar Stores Company, inevitably kills every such brand. He says that to sell a ten cent brand for six cents or a five cent brand for three cents tends to create the impression that these cigars are worth not ten cents or five cent, but only six cents or three cents.

A representative of The Tobacco World called at the headquarters of the United Cigar Stores Company, 134 West Fourteenth street, New York city, last week, for the purpose of interviewing some one of the officers of that corporation on the subjects broached in the letter to which the reader's attention has just been called. Unfortunately President George Whelan was out of town and General Manager Averitt was on the very point of leaving his office on a pressing matter of important business. The United Cigar Stores Company subscribes for The Tobacco World and this article will probably come under Mr. Whelan's eye. If, thereupon, Mr. Whelan has anything to say The Tobacco World will be pleased to hear from him.

In the meantime it is perfectly competent for us to consider the statements in relation to the methods of the United Cigar Stores Company of The Tobacco World's correspondent.

"Not competition, but murder." Is a cigar entitled to any more tenderness at the hands of the man who buys it for the purpose of selling it again, than any other article of merchandise whose price is cut in the retail market? The United Cigar Stores Company has been in business now only a little longer than one year. For a number of years prior to its advent in the field, certain large department stores in New York city and elsewhere were in the habit of offering cigars at cut prices, and this method of doing business is still followed by them. In some instances the department stores undersell the United Cigar Stores Company. Hence, if this kind of competition is murder the hands of the department stores managers are stained a deeper dye than are those of Mr. Whelan and his associates. By the way, Mr. Whelan is credited with having said on one occasion, that a uniform profit of 10 per cent. would suffice for him; that his stockholders would be content with 4 per cent. and that the remaining 6 per cent. would cover all expenses and leave a sufficient margin besides.

Is it true that to lower the price of an established brand is a certain sure way to kill it? Perhaps it is yet too early to tell. That cigar must be very weak in the knees, indeed, which can be killed in little over a year. This much we know, however, namely that the cut price methods of the department stores have never yet resulted in the extinction of a brand. The theory of those who take the same view of this interesting, matter that is taken by The Tobacco World's correspondent appears to be that the first effect of price cutting is to create in the mind of the consuming public a mistrust of the integrity of the manufacturers. The public is supposed to infer, because the price of a ten cent cigar is cut to six cents, that the manufacturer is no longer putting as good tobacco in his cigar as formerly. But this sort of logic

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615 Market St. Philadelphia.

HAVANA CIGAR FACTORY El Zeno PHILADELPHIA
J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box.
15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Pent's TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

"Americanos" Cigars....High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

is not so very formidable after all for all cigar manufacturers know that the dear public is fickle anyhow. And besides the United Cigar Stores Company is not the only retailer in the United States. There are many scores of thousands of others who maintain and will continue to maintain the old schedules. Finally, in order to convict the manufacturer of the guilt of defrauding the public, it would be necessary to prove that he was conniving with the price cutter.

"Dirty work for the trust." We will dismiss this quotation from The Tobacco World's correspondent's letter with repeating that the writer of the letter herein discussed, offers no proof either that the "trust" is guilty of "dirty work" or that the United States Cigar Stores Company is a party to the same.

"He takes my life who takes the means whereby I live." This, quotation would be seen in print oftener than it is, had Shakespeare put it into the mouth of any other than that of the unpopular Shylock, for it is a very strong statement and one which the memory very easily retains. So far as The Tobacco World is aware, and it speaks from a very long, a very thorough, and a very wide acquaintance with men and conditions in the cigar and leaf trades, the paths of the great corporations which since 1890 have been engaged in the manufacture and sale of tobacco products of all kinds are not strewn with skeletons. On the contrary, the immense amount of advertising done by the corporations appears to result in an ever increasing general activity. Profits in many cases have undoubtedly been cut, but where is the merchant who will not consent, to pocket smaller profits on the sole condition of doing a larger business?

This is 1902, not 1882. Conditions have changed but human nature is the same as it always was. Competition is said to be keener now than it was twenty years ago, but it is well to remember that those who oftenest make this statement, and who most frequently deplore the existence of great corporations in the tobacco trade are themselves twenty years older in 1902 than they were in 1882.

A Sky-scraper in the New York Leaf District.

The Haines estate next May will begin the erection of a fourteen story office building at the southeast corner of Burling Slip and Front street, New York.

Record Price for Tobacco.

Price for tobacco scored a new high record on the Cincinnati tobacco market on September 3. A hogshead of bright cigarette wrapper was sold at $49 a hundred pounds at the Farmers' and Shippers' warehouse. This is the highest price received in the Cincinnati or any other market. The bidding for this hogshead was the liveliest event for years, and the excitement was at fever heat.

The tobacco which was raised in Nicholas County, Ky., was pronounced by good judges to be the finest seen in any market. The Universal Tobacco Company secured the hogshead. The seller was Frank Congleton, of Carlisle, Ky. The previous highest price was $46 25 per 100 pounds. One hogshead of fancy bright plug grown in Bourbon County, Ky., was sold for $37.25 per 100 pounds, while others brought from $30 to $35 per 100 pounds. The bidding was spirited on all goods offered.

Louis E. Neuman Coming Home.

William G. Neuman, of the well-known New York city cigar label lithographing firm of Louis E. Neuman & Co., sailed for Europe on the Lucania on August 30. He will meet his father, the senior member of the firm, in Berlin, and the two will sail together for home about October 1.

E. Spingarn & Co's Pennsylvania Representative.

E. Spingarn & Co., the enterprising Sumatra importers of 5 Burling Slip, New York, have engaged Alfred J. Coger to represent them in Pennsylvania. Mr. Coger is well known and highly esteemed by the trade of Pennsylvania, and this week is receiving the glad hand of welcome in Reading.

Ysidro Pendas Home Again.

Ysidro Pendas, of the great cigar manufacturing firm of Y. Pendas & Alvarez, who spent the summer in revisiting his native country, Spain, returned to New York on the French liner La Savoie on August 30. Mr Pendas enjoyed his vacation greatly and is in the best of health.

The Charles Stutz Company.

The Charles Stutz Company, to manufacture cigar boxes, was incorporated at Albany, N. Y., on August 28. with a capital of $125,000, all paid in .The incorporators are, Charles Stutz, Frank Stutz and Jacob Laux, all of Brooklyn, N. Y.

The cigar box factory of Charles Stutz is a long established New York city institution.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & CO.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110
NEW YORK OFFICE: 168 Water St HAVANA.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

As to Banding Cigars.

Office of DEUTSCH BROS.,
Cigar Manufacturers
NEW YORK Sept. 2, 1902

DEAR MEDICINE MAN:

After years of observation, I have noticed that any means enabling the consumer to identify a particular cigar had considerable merit, especially so from an advertising point of view.

I refer to banding, tagging, branding, printing, etc.

Banding is by far the more attractive method but the small margin in most goods and the relatively high cost of bands and banding often prevents one from making use of this medium.

I would thank you to inform me if fancy embossed bands can be procured in a continuous strip, also if a machine has been devised for putting them on cigars.

The benefits to the manufacturer are many and it would obviate the refilling of "empties," and lend itself to any premium scheme.

Please favor me with full particulars and greatly oblige,

Yours truly,

MORRIS DEUTSCH.

Answer.

I have submitted Mr. Deutsch's question to a number of cigar label lithographers, among those whom I consulted being an officer of the American Lithographic Company and a member of the firm of Louis E. Neuman & Co., and all of them agree in saying first that fancy embossed bands cannot be procured in a continuous strip, and secondly that no machine has been devised for putting them on cigars. The lithographers say that fancy embossed cigar bands cannot be made in strips more than five feet in length, because a lithographer's stone sixty inches in length is an uncommonly large stone. Accordingly a strip of cigar bands made on the longest stone, so far from being continuous, would only be five feet in length, and this, I conceive, disposes of the lithographed band within the meaning of Mr. Deutsch's question.

Of course a continuous band in colors and embossed could be printed, just as other continuous strips are printed in colors, but they would be valueless without a machine that would properly put them around the cigars. Such a machine would have to work with almost human intelligence because otherwise it would destroy an enormous quantity of cigars. Cigars are delicate enough, especially those wrapped with Sumatra, a fact well known to every manufacturer who brands his cigars.

The fact appears to be that the present system of putting on the bands by hand is in every way satisfactory. The work is usually done by deft handed young women who quickly become very expert at it. However, inventive genius in this country is exhaustless and it is quite possible that some day, and perhaps soon, fancy embossed cigar bands in a continuous strip may be put around cigars by a perfectly practicable machine.

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Snuff Taking Coming in Again.

PROVIDENCE, R. I., Sept., 5, 1902

DEAR MEDICINE MAN:

Many of the young women employed in the factories here are snuff-dippers. My father, who established the business to which I succeeded on his death in 1896, always refused to sell snuff to women who came into his shop to ask for it, yet he himself was a profuse taker of snuff by the nose. I cannot myself see that the young women snuff dippers of Providence are in any way to blame for their manner of using snuff. They are very well behaved young women; they pay cash for everything they buy, and when they smile at me, as they frequently do, I notice that their teeth are particularly good and clean. The truth is, I believe, that these young women indulge the habit of snuff dipping in privacy; that some of them are, indeed, so secret about it that the girls working on either side of them in their shops know nothing of it.

Some time ago I read in The Tobacco World that snuff taking, I mean in the oldfashioned nasal way, is coming into vogue again among fashionable men and women in England and the United States. My father used to tell me stories he heard from his own father about the ceremonies incident to snuff-taking in the days of George III. and George IV. They were very interesting stories, but I have forgotten them. I should like to talk up snuff to my male friends and, therefore request you to give me such information on this subject as you happen to have at hand.

ROGER W. BROWNLEE.

Answer.

Snuff-taking in the eighteenth century and the beginning of the nineteenth was the most common form of indulging in tobacco amongst well bred people in England and on the continent of Europe, as well as in good society in the United States

Southey describes it as the "most innocent of sensualities," and many old writers dwell in a fastidious manner on its delights. The snuff itself should be "soft and silky to the touch" The boxes in which it should be kept should be made "with all the art the greatest artist could bestow," with a joint so fine it "shuns the sharpest sight;" graced with radiant gems; and even within the lid "the painter plays his part, and with his pencil proves his matchless art."

Then there were different schools of snuff-taking. In old numbers of the "Tattler" will be found advertisements offering to teach "the ceremonies of the snuff box." These were very elaborate. There were special rules for offering snuff to the stranger, the friend, or to a mistress; according to the degree of familiarity or distance, with explanations proffered as to the careless, the scornful, the polite or the surly pinch, and the gestures proper to each of them. Beau Brummel and other exquisites prided themselves on the graceful way in which they opened their snuff boxes with the left hand only. But the whole history of snuff-taking furnishes no more extravagant instance of the foppery of snuff-taking than that of Lord Petersham, who is credited with having kept a special snuff-box for every day in the year, and to have had a stock of varied snuffs to the value of three thousand pounds. Some of his boxes, "for summer wear, and winter use," as the historian quaintly puts it, are in the possession of Lord Salisbury, who has a very fine collection of historic boxes.

Next to Lord Petersham ranks Edward Wortley Montague, who kept in use "boxes enough for a hundred-nosed Chinese idol." The ladies, too, in the days of patches and powder, took snuff privately and publicly. "By snuff assisted, ladies killed the day, and breathed their scandal freely o'er their tea." Even in church the thoroughbred woman of fashion, we read, "pulled out her box in the midst of the sermon, and with well bred audacity, offered it to her neighbors." The snuff-box was as recognized an adjunct of the toilet table as the fan.

It was Catherine de Medicis who brought snuff-taking into fashion among ladies in France — from whence it spread to England—and it was for a long time known as L'herbe de la Reine.

Mention has been made of the ceremony of the snuff box; and this forms one of the most curious chapters in the history of snuff-taking. A man expressed his homage in his way of tendering his box, or his hostility in the way in which he took the proffered pinch. At one time, to refuse a pinch of snuff was an unpardonable breach of good manners. It was quite a ceremonious business, and no bargain was ever struck without an interchange of boxes. One judged of a man's breeding by the way in which he took his snuff; but it was not always a sure test. One of the worst offenders in this way was Dr. Johnson who "took his powder by the palmful" diving for it under the flaps of his capacious waistcoat pockets, and creating quite a shower of snuff all around him. Napoleon also took his snuff in handfuls, and kept it, as Dr. Johnson did, in his waistcoat pocket. Gibbon, the historian, was a profuse snuff taker, and Frederick the Great was so fond of it that he had big pockets made on purpose, so that he could, with as little trouble as possible, get for immediate use the largest quantity he could wish. These are instances of the vulgarities of snuff-taking rather than the aesthetics; but they serve to throw the latter into higher relief.

The courtliness of snuff-taking was, indeed, cultivated to so high a point that he who received the pinch must be as punctilious as he who offered it. Nothing offended the aesthetic sense of the cultured snuff-taker more than to disturb the contents of the box with one's finger. In a mixed gathering when boxes were sent round the table, such a one watched with trepidation the circulation of his box, lest it should be polluted by a profane touch. A moment of excruciating agony came once to Beau Brummel. It was at Portman Square, when, on the removal of the cloth, the snuff boxes made their appearance. Brummel's was particularly admired as it was handed round. At last it reached a gentleman, who, finding it difficult to open, applied a dessert knife to the lid. Brummel had been on thorns, and at last, unable to control himself longer, addressed his host with characteristic quaintness, saying, "will you be good enough to tell your friend that my snuff box is not an oyster?"

Some people carried this refined feeling so far that they would never

Connecticut stands alone

Cutler Bros
INCORPORATED

THE LARGEST PACKERS AND HANDLERS OF CONNECTICUT TOBACCO IN THE WORLD.

NEW YORK, CHICAGO, ST LOUIS, HAVANA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York, 144 Maiden Lane. Amsterdam. Trascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Angeles 10, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

TOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

accept snuff that had been touched by any fingers but their own. Frederick the Great was one of these. He would not take snuff from any one else's box; and, one day, catching a page stealing a pinch from his box, he said to him: "Put that box in your pocket; it is not big enough for two." George II. had the same whim, and once at a masquerade threw away his box because a visitor dipped into it.

***

Mr. Unbeliever:

Your attention is courteously directed to the final statement printed in the little note under my picture.

I regret that you choose to be anonymous, for the subject matter of your undated communication, received September 4, is very interesting and it would please me well to go into it with you. If you will send me your name, not for publication, but as a proof of your good faith, I will answer you. Otherwise I shall have regretfully to place your letter where it will come into possession of the Italian dame who daily carries away my accumulations of waste paper.

THE MEDICINE MAN.

Fancy Cigar Boxes for the Holidays.

Some of the cigar boxes now being manufactured for next season's holiday trade are more ornate than usual. A popular style this year has the sides and top of celluloid richly decorated with flowers or with the label. Another style has the sides and top covered with morocco or embossed leather with the top label in the accustomed place. This style is expected to meet with uncommon favor from women purchasers of cigars next Christmas.

Havana Customs Officers Are Small Potatoes.

Exact Five Dollars a Pound Duty on Four Pounds of Leaf.

The market in Havana for the week ending August 30, has exhibited more life and sales amounted to 6,500 bales, notwithstanding that owing to the strike in the previous week arrivals of tobacco were somewhat curtailed and thus stopped several transactions from being consummated. This will mean, however, only a delay of a few days, as surely sellers and purchasers will come to terms upon all suitable lots, when the latter arrive in their entirety from the country. The tone of the market is continuing in a healthy vein, and while prices rule high buyers fully understand that the principal profit accrues to the farmers and not to the almacenistas or packers. As the vegueros are the ones who suffer chiefly when tobacco is plentiful and prices are low, nobody grudges them a better fate under exceptional circumstances. This, however, only holds good as far as the farmers in the Partido district are concerned, as those in the Vuelta Abajo with few exceptions and, above all, in the Remedios district, have just cause for complaint, not only in having harvested a short crop, but getting low figures in the bargain, because as a rule the tobacco is of a less desirable nature than in former years.

Everybody seems to be wishing that the coming crop may be not alone good in quality but also larger in quantity, as, in all probability, the stocks of the 1901 and 1902 crops will be barely sufficient to supply the demands to be made upon them. This refers chiefly to the so-called factory vegas and good heavy-bodied fillers.

The 6,500 bales mentioned above consisted of about 1,600 bales Partido, 3,000 bales Vuelta Abajo and Semi-Vuelta, and 1,900 bales of Remedios tobacco, 250 of the latter being low grades of the 1902 crop. The strike of the freight handlers, cartmen, etc., was luckily settled by mutual compromises upon the evening of August 25, and so everything is moving in its normal sphere again.

Advices from the country are meagre; packings are still going on in all directions, and for the next two months may continue, when virtually everything of this year's crop will have been packed into bales. In the meantime, the new seedbeds are in a fair way of progressing, and should the weather be favorable, transplanting ought to begin in the month of October to insure a temprano crop in the Vuelta Abajo and Partido regions. Remedios tobacco generally is nearly one month later, although, unless prices should advance, it is very doubtful, whether the farmers will set out enough plants to insure an average crop.

Arrivals.

Lewis Cantor, of Leonard Friedman & Co., of New York, E. A. Kline, the New York cigar manufacturer, and Mr. Haya, of the well-known firm of Sanchez y Haya, of Tampa and New York.

Departures.

Otto Sartorius & Co., of New

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on
During the Month of December, 1902?
(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3 00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest		$5.000 co in cash
To the	2 persons whose estimates are next closest	($2.500.00 each)	5.000 co "
To the	5 persons whose estimates are next closest	($1,000 00 each)	5.000 co "
To the	10 persons whose estimates are next closest	($500 00 each)	5,000 00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5,000.co "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.co "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25 00 each)	2,500 00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20 000 00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000 00 "
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75.000.00 "
	35,213 persons		$142,500.00

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates
(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 00 Tax per thousand, for which Stamps were purchased, appears below.

In December, 1900—467,092,208 Cigars.
In December, 1901—479,312,170 Cigars.
In January, 1902—496.583.717 Cigars.
In February, 1902—445.495.483 Cigars.
In March, 1902—516.599.027 Cigars.
In April, 1502—516,835,163 Cigars.
In May, 1902—523,035,507 Cigars.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev Department of the United States for December.

Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG.
H. S. SPRINGER, Mgr.

CHICAGO, 56 5TH AVE.
J. N. WIDDIFIELD, Mgr.

SAN FRANCISCO, 320 SANSOME ST.
L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba — Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat — *Post Office Box 310.*

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
D. Z. VOORBURGWAL 227 — **Office, 183 Water St**
Amsterdam, Holland. — NEW YORK.

Established 1840. — Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

York, Don Manolin Cano, of Cano y Hno., and R. R. Govin, of the Havana Commercial Co., of Havana, were passengers by the outgoing steamer Morro Castle.

Warning to all Buyers Going to Cuba

Lewis Cantor, who brought along about two pounds of seedleaf and less than two pounds of Sumatra tobacco to use for testing purposes of heavy bodied fillers, was told at the Custom House wharf, when landing from the Morro Castle, that he would have to pay $20, Spanish gold for the four pounds, gross, of tobacco, or at the rate of $5 per pound. All his protests that the Spanish as well as the American authorities, when in charge of the Havana Custom House, had always passed such samples free of duty, were of no avail, and finally Mr. Cantor, rather than pay such an exorbitant charge, abandoned the goods to the Cuban officials. In future all coming buyers from the United States ought to bear in mind this new ruling, and either be prepared to pay the duty or leave all foreign or domestic tobacco in the United States when bound for the island of Cuba.

Cigar Factories.

Business is gradually picking up, and during the coming three months all factories in Havana will have no lack of orders and work to the fullest extent. It has been suggested to some of the large manufacturers in Havana to follow the example set by their brethren in the United States, and for the protection of themselves as well as the public in general to stamp each individual cigar with the name of the factory or brand, and it remains to be seen whether it will be carried out and thus effectually aid, in conjunction with the United States revenue detectives, to stop the glaring fraud of refilling the empty imported cigar boxes as practiced heretofore. Some competent persons figure out that instead of the forty millions of cigars shipped from the island of Cuba to the United States fully three times this amount is sold to the unsuspecting public as genuine imported Havana cigars, thus indicating that the United States treasury is the loser to this extent of the import duties which it ought to collect if such gigantic frauds as refilling the boxes had already been all uncovered and not in an isolated instance only.

H. Upmann & Co. increased their holdings of tobacco by adding another 500 bales of Vuelta Abajo factory vegas and fillers to it.

Havana Tobacco Co.—Upon the best authority it is stated that the object of this company is to continue to work their different factories in the same manner as heretofore, thus preserving all the individual concerns under their known brands and letting their respective buyers secure the raw material for each separate factory, while only the selling machinery might be concentrated and operated in such a way as to save expenses. This plan, if adhered to, will undoubtedly prove of great benefit to all interested parties, an by preserving the distinctive quality of each brand the public cannot fail to bestow its patronage upon its accustomed cigar from a well known factory. The individual aroma of a genuine Havana cigar is apt to appeal to one person more than to another, and when once acquired the distinction of each factory also becomes perceptible to the connoisseur.

Flor de J. Suarez Murias.—This factory is now admitted to form one of the late acquisitions of the Havana Tobacco Co , of New York, although it continues under the management of Don Eduardo Suarez, and therefore preserves the individual character of this well-known brand.

Commission Merchants and Leaf Dealers.

Leslie Pantin left New York on the steamer Mexico, August 30, and it is said he is accompanied by one of his business friends.

Sutter Bros. are busier than ever, and this says all and enough.

Cano y Hno. report as sold 150 bales of their Vuelta packing. Don Manolin is making a short trip to the United States to recuperate his health, while his brother, Don Carlos, takes his place in the office in the interval of his absence north.

Jorge, P. Castaneda & Co. were hampered by the strike in not getting their vegas complete from the country; still a number of purchasers stand ready to register them just as soon as they arrive.

Aixala & Co. disposed of 750 bales of Partido and Remedios tobacco to northern buyers during the past week.

Sanchez y Cueto also sold 350

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

bales of Vuelta Abajo to the Uuited States and local factories.

Bruno Diaz & Co. had no trouble in finding purchasers for 600 bales of their fine Partido and Vuelta Abajo factory vegas.

Adolfo Moeller is busy registering his own new Partidos and Vuelta Abajo packings, and at the same time he is supervising his seed beds under tent cover upon his two farms in Guira de Melena, where the seed is sprouting finely. This is the first experiment of its kind to raise seedlings upon the grounds of the farm in the Partido district, and so far it promises excellent results.

Manuel Menendez Parra is working continuously to purchase all suitable goods for the Spanish contract.

Remigio Lopez & Co.—Don Remigio is still in the Vuelta Abajo, but his brother sold some 100 bales of Partido leaf during his absence to a northern buyer.

Jose Menendez likewise disposed of 100 bales of Partido the week ending August 30.

Garcia & Co. sold 330 bales of Vuelta Abajo and Partido factory vegas to some of their northern friends.

Walter Himml, indefatigable as ever, exchanged cash for 250 bales of his holdings of old and new Vueltas and some new Remedios.

Sobrinos de Antero Gonzalez closed out some 250 bales of new Remedios low grades for export to Europe.

Bridat, Mont 'Ros & Co. bought some 300 bales of new Partidos and Vueltas for two of their customers.

G. Salomon y Hnos have several parties dickering with them upon their fine Partidos and Vuelta Abajo packings.

Prices Enormously High in Cuba.

HAVANA, Sept. 1, 1902.

Prices here are enormously high. Whether inflated or justly high, I am unable to tell as yet, although everybody is satisfied that there will be no lowering in prices of Partidos, owing to the scarcity of wrappers in the Vuelta Abajo. Furthermore, there is very little left in planters' hands, the large majority of the crop having been bought by larger packers. One packer who had about 8,000 bales of Partidos alone, to-day has not a single bale left. Several of the small dealers whom I casually met have either nothing left or ask crazy prices.

To give you an idea of the prices of Partidos fillers this year, it will be sufficient to state that one of the largest factories has paid $38 per bale for a very large lot, and this was bought early. To-day the prices range considerably higher.

There has been considerable buying going on in Remidios of the 1901 crop, and one party has bought several thousand bales and cleaned the market of all the trash which had accumulated, including a number of large lots which would not burn if thrown into the fire. It is inferred that this tobacco is intended for Canadian purpose. In a number of lots of Vuelta tobacco purchased, according to my positive knowledge, the fillers cost the owners to-day no less than $65 to $85 per bale down here, and when the loss of weight and expenses are taken into consideration, it is easy to figure how much more they will cost the manufacturers in the States, especially since it will be several months before the goods can be used.

Lack of rain during the growing season caused stunted growth, which accounts for the short percentage of wrappers and short fillers, as all the lots of Vuelta fillers contain a grade that is very small. The consensus of opinion is that the factories here are only about half supplied, and will therefore remain in the market for some time to come, and the Partidos crop is absolutely required to furnish wrappers.

The Vuelta fillers will very likely not go any higher than they are at present, and from present appearances, they are pretty certain not to go any cheaper for two reasons: that the local manufacturers will continue to be in the market, and supply themselves, and secondly on account of the very heavy influx of cigar manufacturers from the States.

When it is taken into consideration that the percentage of Vuelta wrappers is from 5 per cent. to 7 per cent., it is positively certain that the lack of Havana wrappers will be acutely felt. H. S.

Tobacco in the Philippines.

Tobacco is the second in value among the exports of the Philippine Islands. The figures for 1899 were $1,931,253; for 1900, $2,261,232, and for 1901, $2,631,941.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. — NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

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I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
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CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List.
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.
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Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia" "Webster" "Farragut"
Office, 209 Pearl St. NEW YORK CITY.
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FRAZIER M. DOLBERR. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182. 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N.Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Lewis K. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co: Corning, N. Y.: W. C. Sleight.

BROTHERHOOD CUT PLUG
Highest Grade
Is now sold by over 600 Retail Dealers. Strictly Union Made.
The Hoch Tobacco Co.
Office, 248 N. 8th St., Philadelphia.

Philadelphia's Budget of Tobacco Trade News.

The natural excitement incident to the advent in this city of the United Cigar Stores Company has somewhat died down. A representative of the company has, however, been prospecting in various sections of the city, particularly along the more prominent thoroughfares, such as Ridge avenue, Girard avenue, Germantown avenue, Kensington avenue, North Front street and Richmond street, and also Lancaster and Woodland avenue in West Philadelphia, but no additional locations have yet been reported as having been secured.

Rumor has it, though, that as soon as the 720 Chestnut and 13th and Market streets stores are opened Philadelphia-made products, such as the Cinco, Vesper, Saborosa, and others, are to be sold by them at cut rates. It is claimed that a sufficiently large stock of these goods has been procured for the purpose. This remains to be seen.

R. T. Gumpert, of Gumpert Bros, is expected home from his European trip this week.

Once more rumors of the sale of Otto Eisenlohr & Bros'. business to the American Cigar Company are being denied.

An attractive down-town window display was noticed this week in the show window of Charles J. McConnell, at 1428 Jackson street, and was made on the Clinic and Nodneba, of A. Bendon, at Twelfth and Ellsworth streets.

M. Kauffman & Co., 504 South Fifth street, have lately gone into the jobbing of cigarettes, tobacco, etc., as well as making cigarettes.

M. Kleinberg is making quite an effort on his Smoke It cheroots, which he claims are genuine Sumatra wrappers and retailing at five cents for a package of three.

Mrs. Alice McCusker, at 1715 South Fifth street, is undoubtedly one of the most successful women cigar manufacturers in this city. She recently revived a brand known as Little Shamrock, which had been manufactured by her father at the same place more than thirty years ago, and is now placing on the market another new nickel product called The A. M. C. 1715. Among the older brands made by her are the La Import de Cuba, El Vigo, and Little Drummer.

Joseph Guckenheimer, of M. D. Neumann & Co., will return from Europe some time next week.

Frank Winslow, manager of the cigar department of the 12th and Market streets store of Finley Acker & Co., returned to his desk on Monday last, after a two weeks' vacation pleasantly spent in the mountains.

B. H. Greenburg some days ago purchased from J. L. Greene, the retail cigar store on the Northeast corner of 10th and Chestnut streets, and denies that the place has been sold to the United Cigar Stores Company.

The Gwynn, Henrique-Stevenson Co., at 7th and Arch streets, manufacturers exclusively of Key West goods, are now sending out two additional traveling men, and hope to considerably increase the output from their factory.

Several visitors have been in the cigar trade this week, including Tom Bowen, with Fernandez Bros. & Co., E. G. Dunlap, with Arguellas Lopez & Bro., J. I. Mayer, of the Pareira Mayer Co., of New York, and J. M. Cohn, representing L. Gaussa & Co., of Caya. Porto Rico.

Doings in the Leaf Trade.

George W. Newman has returned from a five weeks trip, during which time he visited the trade in Canada and the west. He reports having opened accounts with people who had been his customers twenty years ago.

E. H. Miller is again representing Young & Newman in Pennsylvania, and started out on his first trip last Thursday. He has almost completely regained his former good health.

B. Labe & Sons received last week, per steamer Vigilancia, 157 bales of Havana.

M. B. Arndt with J. Hirschberg & Bro., returned from a western trip just in time to celebrate his seventh wedding anniversary and also to participate in the wedding ceremonies of Miss Pauline Hirschberg, which occurred on the 3d inst. The bride is a sister to Messrs. Julius and Harry Hirschberg, who are both of the above mentioned firm, and the groom is Mr. J. H. Altman. Mr. Julius Hirschberg came up from Tallahassa, Fla., specially for the occasion.

Louis Newbourg, head of the Louis Newbourg Co. of Cincinnati, packers of leaf tobacco, came to Philadelphia Monday from Atlantic City, where he is spending a couple of weeks. He had been summering in Maine, and expects soon to return to Cincinnati.

Tom Stavely, of the John B. Heil Co., will return to-day from a three weeks southern trip.

J. Arens, with F. Eckerson & Co., started on Monday for the New England States. J. W. Eckerson, of this firm, is at present in New York State.

PHILA. LEAF MARKET.

The local leaf market so far this week has been rather quiet. Inquiries are also less plentiful, the demand apparently being for such goods as are needed for immediate use. Prices have been uniformly maintained.

The 1901 Pennsylvania, Onondaga and Big Flats have been good selling stocks. Connecticut leaf is also fairly active.

Havana is having a fair share of the market, and the only complaint heard from buyers is the price asked for desirable goods.

Sumatra has shown no material change, business being steady and quiet.

EXPORTS.

Liverpool, 33 tons; Antwerp, 151 hhds. leaf, and 50 cs plug.

"The Parlor Cigar Factory"

The factory of the Hirschhorn, Mack & Co. branch of the United Cigar Manufacturers at the south east corner of 68th street and Avenue A is thus designated on account of the convenience and finish of its interior. The building is seven stories in height, with a front of 50 feet on Avenue A and 150 feet on 68th street.

The old factory of Hirschhorn, Mack & Co., on 68th street is now exclusively devoted to the manufacture of Tom Moore cigarros and other short smokes.

The United Cigar Manufacturers is now turning out cigars at the rate of over one million a day and still finds it next to impossible to fill orders.

Max Herz's Loving Cups.

At the 1902 regatta of the Lone Star Club in the Harlem river, on September 6, Max Herz, son of Herman Herz, of Herz Bros., well-known leaf dealers of New York city, won three events out of four, and for each victory he received a handsome sterling silver loving cup. Mr. Herz will take part in the swimming contest of his club on September 13. He is probably the best all round athlete the New York leaf district can boast.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

IF YOU HAVE ANYTHING to offer that can be used by a cigar manufacturer to any advantage, we wish to correspond with you. We are about to get out a new catalogue, and can dispose of large quantities of such goods if we will advertise them. Let us know what you have to offer. Address CIGAR MAKERS' SUPPLIES, Box 103 care of The Tobacco World, Phila. 8-27

WANTED—Experienced cigar salesman on Seed and Havana, nickel and 10c goods, for representative factory. Must be thoroughly acquainted with best retail trade in the Middle and North West. Good pay to the right man. Address with antecedents, J. J. TRACY, 2028 South 13th street, Phila. 9-10 tf

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO, Lancaster, Pa.

FOR SALE—One hot or cold air power filler dryer, two Coughty power bunching machines, two Coughty stripping machines, 5,000 M. D. & P. molds. Will sell cheap to quick buyer, as we need the room. A. THALHEIMER & SON, Reading, Pa. 9-10-tf

WANTED—Good and reliable cigar salesman, to handle line of goods guaranteed as represented, and at from $12 to $20, in Western States, New York, and the New England States. Address X. Y. Z., Box 98, care of The Tobacco World. 9-10-tf

EXPERIENCED LEAF SALESman wanted for Pennsylvania trade, by house making a specialty of Sumatra and Havana Tobacco. Good reference required. Address IMPORTERS, Box 99, care of The Tobacco World. 9-10-tf

FOR SALE—Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

SALESMAN WANTED FOR New Jersey, by established Pennsylvania factory, running on fine goods. Commission only. Address K, Box 100, care of The Tobacco World. 9-10-4t

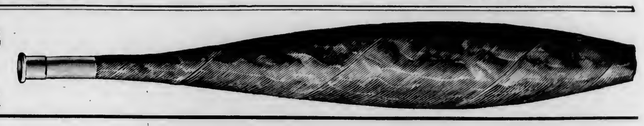
WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8 6-tf

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10 tf

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Quillo, 10c; Peekolo, 5c
PATENT APPLIED FOR.
JOS. KRAUS, Manufacturer,
535, 537, 539 E. 75th St., NEW YORK



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CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of Seed Leaf Tobacco AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

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CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER, PA.

Pouch Cigars,

"Three Hits"

To Jobbers Only. *Three for Five Cents.*

PHARES W. FRY,

Lancaster, Pa.

Special Designs — Engraving Embossing

H. S. Souder,

CIGAR LABELS,

PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*

Souderton, Pa.

Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

T. J. Foley's New Enterprise

T. J. Foley, one of the best known cigar manufacturers of Manchester, N. H., is now one of the proprietors of the hotel Oxford, at Manchester. His associate is Mr. Dowd, a prosperous wholesale liquor merchant of the same place.

Tom Foley is very popular and his leading brand Moose Club is one of the great cigar successes of New England.

Bert Kinney With Louis Peters & Co.

Bert Kinney, of the well-known Kinney family of leaf merchants has accepted an engagement with Louis Peters & Co., of Detroit, Mich., and, after October 1, will represent that enterprising firm in the west.

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L. Goldsmith & Co.	81
A. Cohn & Co.	41
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B. Labe & Sons	22
United Cigar Manufacturers	9
B. van Leer	7
Hinsdale Smith & Co.	7
L. Goldberg	2
Order	13
Total	209

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Another English tobacco combination has been formed. It includes J. P. Bell, of Glasgow, S. Pullinger, of Birmingham, Aviss Brothers, of Coventry, and H. C. Lloyd & Son, of Oxford.

TIN METAL MUSLIN GLASSOID ALUMINUM

EUREKA SIGN WORKS

MAKERS OF

INDOOR Signs that Advertise OUTDOOR

114 Penn Street,

W. J. BAILEY, Manager. READING, PA.

CELLULOID ENAMELOID OIL CLOTH NICKEL CARDBOARD

6,674,625,557 Cigars in 1902.

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The Smuggling of Sumatra.

The fact that Sumatra continues to be smuggled into the port of New York, as narrated in last week's Tobacco World, excites a great deal of comment, both in the trade and at the New York Custom House. Customs officials says that the Red Star line people, both in Europe and the United States, have always shown a ready willingness to assist them in curbing smuggling of all kinds. During the past twelve months a certain steerage steward, and at least a score of other ships' employes were discharged by the Red Star line, for attempting to smuggle Sumatra into New York. Under the law, smuggled merchandise must be landed before it can be seized, or the smuggler punished. In the case of the steerage steward above mentioned a quantity of Sumatra was found in the bottom of his trunk aboard ship. The effort of the customs inspectors to seize the tobacco and to punish the steward came to nothing because the tobacco had not been landed.

New York Leaf Market.

Business in all types of leaf in the New York market was fair last week. Most of the out of town buyers whose presence in the market the week before kept everything and everybody moving, have almost all gone home and the market is again settling down to its normal condition.

Tobacco Convention on September 17.

A convention of tobacco interests has been called to meet in London, England, on September 17th, and is to include all of the large manufacturers of tobacco, the importers and all interests directly connected with tobacco.

—The store of G. W. Cochran & Co., 1117 Pennsylvania avenue, Washington, D. C., was slightly damaged by fire on September 1.

United Cigar Stores in Chicago.

The United Cigar Stores Co. has entered Chicago, and has acquired six stores in the windy city.

The negotiations have been conducted by C. A. Whelan and Louis Beiel, of the U. C. S. Co., and the stores secured are:

Clayton Cigar Company, Adams and Dearborn streets.

Clayton Cigar Company, 119 Madison street.

Clayton Cigar Company, Madison street near Wabash avenue.

Clayton Cigar Company, 87 Monroe street.

M. Newlander & Co., 132 Dearborn street.

M. Newlander & Co., Van Buren street and Pacific avenue.

William Clayton, president of the Clayton Cigar Company, and his associate, Ralph Hamburger, whose interests have been transferred to the new company, are to become the Chicago managers for the eastern corporation, and they are assisting the eastern men in the purchase of other stores. Proposals have been made to many of the local dealers who have not yielded to the offers for their stores. Among these are:

The Mangler Catering Co.

Wagner & Hauschilds,

Hayden Cigar Co., 68 State street.

Louis Beiel, eastern manager of the company, said:

"We are meeting with little opposition in Chicago, and before many days we will have secured all the stores we want to take care of in the city. Dealers who have heard of the scheme are already coming forward with offers to sell, and it keeps us busy investigating offered property. We have nothing to do with the American Cigar Co., I wish to say, to correct a report which has been circulated. The American Cigar Company is a competitor. It is our purpose to control about fifty Chicago stores, just as we do in New York, and through these stores to push the sale of certain brands of goods. We have never done business in Chicago before, and that has led some to believe that we are not a corporation. We have been a corporation for more than two years, duly incorporated under the laws of New Jersey."

Ralph Hamburger, formerly of the Clayton Cigar Company, who is well known among Chicago cigar dealers, said:

SPECIAL SELLERS.

Our GOO-GOO 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock. If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,

LITITZ, PA.

A. K. MANN, Packer of Leaf Tobacco

MILLERSVILLE, PA.

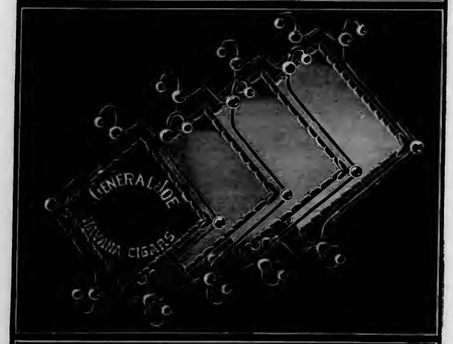
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.

PITTSBURG MIRROR & M'F'G. CO.

MANUFACTURERS OF

TOILET MIRROR NOVELTIES.



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Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56	STYLE 57	STYLE 58	STYLE 59
MIRROR	5 inch	7 inch	8 inch	9 inch
WITH ADS. PER 100	$ 65.00	$ 85.00	$ 105.00	$ 125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

518-520 Seventh Ave., PITTSBURG, PA.

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The Commissioner of Internal Revenue on September 8 made public the fact that in the United States during the fiscal year ended June 30, 1902, there were manufactured 6,674,625,557 cigars. This includes all cigars paying the $3 per 1,000 tax.

The Smuggling of Sumatra.

The fact that Sumatra continues to be smuggled into the port of New York, as narrated in last week's Tobacco World, excites a great deal of comment, both in the trade and at the New York Custom House. Customs officials says that the Red Star line people, both in Europe and the United States, have always shown a ready willingness to assist them in curbing smuggling of all kinds. During the past twelve months a certain steerage steward, and at least a score of other ships' employes were discharged by the Red Star line, for attempting to smuggle Sumatra into New York. Under the law, smuggled merchandise must be landed before it can be seized, or the smuggler punished. In the case of the steerage steward above mentioned a quantity of Sumatra was found in the bottom of his trunk aboard ship. The effort of the customs inspectors to seize the tobacco and to punish the steward came to nothing because the tobacco had not been landed.

New York Leaf Market.

Business in all types of leaf in the New York market was fair last week. Most of the out of town buyers whose presence in the market the week before kept everything and everybody moving, have almost all gone home and the market is again settling down to its normal condition.

Tobacco Convention on September 17.

A convention of tobacco interests has been called to meet in London, England, on September 17th, and is to include all of the large manufacturers of tobacco, the importers and all interests directly connected with tobacco.

—The store of G. W. Cochran & Co., 1117 Pennsylvania avenue, Washington, D. C., was slightly damaged by fire on September 1.

United Cigar Stores in Chicago.

The United Cigar Stores Co. has entered Chicago, and has acquired six stores in the windy city.

The negotiations have been conducted by C. A. Whelan and Louis Beiel, of the U. C. S. Co., and the stores secured are:

Clayton Cigar Company, Adams and Dearborn streets.

Clayton Cigar Company, 119 Madison street.

Clayton Cigar Company, Madison street near Wabash avenue.

Clayton Cigar Company, 87 Monroe street.

M. Newlander & Co., 132 Dearborn street.

M. Newlander & Co., Van Buren street and Pacific avenue.

William Clayton, president of the Clayton Cigar Company, and his associate, Ralph Hamburger, whose interests have been transferred to the new company, are to become the Chicago managers for the eastern corporation, and they are assisting the eastern men in the purchase of other stores. Proposals have been made to many of the local dealers who have not yielded to the offers for their stores. Among these are:

The Mangler Catering Co.

Wagner & Hauschilds,

Hayden Cigar Co., 68 State street.

Louis Beiel, eastern manager of the company, said:

"We are meeting with little opposition in Chicago, and before many days we will have secured all the stores we want to take care of in the city. Dealers who have heard of the scheme are already coming forward with offers to sell, and it keeps us busy investigating offered property. We have nothing to do with the American Cigar Co., I wish to say, to correct a report which has been circulated. The American Cigar Company is a competitor. It is our purpose to control about fifty Chicago stores, just as we do in New York, and through these stores to push the sale of certain brands of goods. We have never done business in Chicago before, and that has led some to believe that we are not a corporation. We have been a corporation for more than two years, duly incorporated under the laws of New Jersey."

Ralph Hamburger, formerly of the Clayton Cigar Company, who is well known among Chicago cigar dealers, said:

SPECIAL SELLERS.

Our GOO-GOO 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock. If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,

LITITZ, PA.

A. K. MANN, Packer of Leaf Tobacco

MILLERSVILLE, PA.

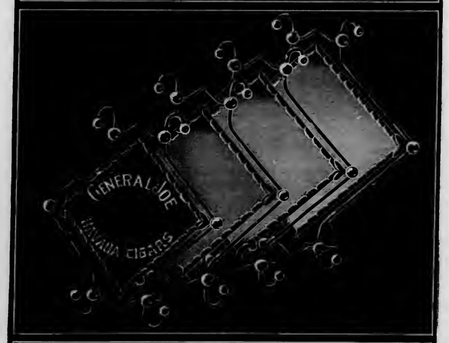
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.

PITTSBURG MIRROR & M'F'G. CO.

MANUFACTURERS OF

TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56	STYLE 57	STYLE 58	STYLE 59
MIRROR	5 inch.	7 inch	8 inch.	9 inch
WITH ADS. PER 100	$55.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs

518-520 Seventh Ave., PITTSBURG, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
☞Samples to Responsible Houses.☜

UNION BUTTS
Trade-Mark
THE WORLD'S BEST CHEW.
"Good Stuff" CLEAN COARSE Carefully Selected STOCK SWEET
UNION MADE
TAYLOR BROS. TOBACCO CO.
Mfrs. of all kinds of **Natural Leaf and Sweet Tobacco**
READING, PA.
Correspondence invited with Wholesale and Jobbing Trade. Free Samples to Responsible Houses.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

"William Clayton and myself are to manage the Chicago stores for the new company, and we are also assisting in the purchases. I predict a success of the enterprise, knowing the local situation as well as I do. I do not care to mention the names of firms who are now negotiating with us, but I am sure that at least a dozen sales will be closed within a day or two."

How a Cigar May Betoken Character.

No two men smoke in exactly the same manner, so it is possible, says the inventor of cigarology, to learn the character of every smoker whom one may meet.

The man who holds his pipe carelessly in the corner of his mouth, letting it hang down, is a nonchalant, indolent person; and, on the other hand, the man who grasps it so firmly between his teeth that marks are left on the mouthpiece is nervous and high-strung.

Generosity, courtesy and loyalty are the characteristics of a man who fills his pipe recklessly and rapidly, and who sends forth irregular puffs of smoke; but, admirable though his character is in these respects, his friendship is not likely to last very long, and implicit confidence should at no time be placed in him. Coldness, reserve and caution are the salient characteristics of a man who fills his pipe slowly and methodically, and who smokes with regularity.

Many smokers carry their cigars in the upper left hand pocket of their vests. These men may have a dozen cigar cases, but they will not use them, simply because it takes longer to open a case and take out a cigar than it does to take one from the waistcoast pocket. In other words, these men are disinclined at any time to make any gesture which is not absolutely necessary.

Of quite different type are those who bite off the end of a cigar with their teeth. Prodigals and go as-you please fellows they are, and woe to him who loans them any money, except on the best security. Cigars the ends of which are bitten off in this manner are most likely to unroll, and often cannot be arranged, and must be thrown away, all of which, it is claimed, is convincing proof that men who act thus set no value on time or money.—Philadelphia Inquirer.

Union Cigar Stores Co.

Another Cigar Stores Co. has been incorporated under the laws of New Jersey. It is the Union Cigar Stores Company, capital stock $125,000, and its charter in many respects is said to be similar to that of the United Cigar Stores Company.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

LANCASTER'S REPORT.

Lancaster, Pa., Sept. 9, 1902.

September has opened with a good volume of trade, which was well-nigh up to the dealers' expectations.

Packers are sampling as rapidly as possible, and in fact several lots of the 1901 crop have already changed hands.

The cigar industry is brightening up considerably. The output of the 9th District for August, according to the sale of Revenue stamps, was 62,640,000, and that was nearly four and one-half millions more than during August, 1901.

Capt. John R. Bricker last week purchased the wareehouse and cigar factory of John R. Bricker & Co., at Lititz, and will continue the business individually.

Several crops of the new tobacco have been bought in the field, at 8 and 2 cents.

It is now a busy time with the farmers, who are cutting their tobacco and housing it.

S. R. Moss, our prominent cigar manufacturer, is expected back from Europe some time in the latter part of this month.

E. F. Law and A. B. Levinite have been out lately in the interest of their respective factories. Mr. Law states that his trade is improving rapidly, particularly on 5 and 10 cents goods.

The Slater Stogie Factory is as busy as ever, and is having the very best summer of its history.

Fired Urban's Store.

L. N. Urban, formerly a cigar department manager, now proprietor of a cigar store in Toledo, had his place damaged by fire recently. Mr. Urban claims that the place must have been set on fire by men who tapped his till for $5, and stole 2,000 cigars from beneath his show window. The police are investigating the robbery feature.

Duquesne Cigar Co. to Incorporate

A charter for the Duquesne Cigar Company, of Pittsburg, has been applied for by Calvin D. Collins, William Flagg and Ephriam D. Trembly.

Capital Decreased.

The Fontella Cigar Co., of New Milford, Conn., has filed with the Secretary of State a certificate of decrease of capital stock, from $7,000 to $3,000.

American Snuff Dividend.

American Snuff Co. Directors have declared a regular quarterly dividend of 1½ per cent. on the preferred stock, payable October 1.

TOBACCO A NECESSITY.

Justice Brown, of Joplin, has rendered a decision which will win for him the gratitude and admiration of every man who uses the weed, says the Kansas City Journal. The city is trying to compel its merchants to keep their stores closed on Sunday. The law permits the necessaries of life to be sold on the Sabbath. During the trial of a test case it was proved that a grocer had sold chewing tobacco His attorney immediately raised the point that chewing tobacco was a necessity of life, and the court sustained him and said the man had a right to keep his store open to sell that indispensable commodity. Oh, wise judge!

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by
Name _____ Street, _____
City _____ State _____

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

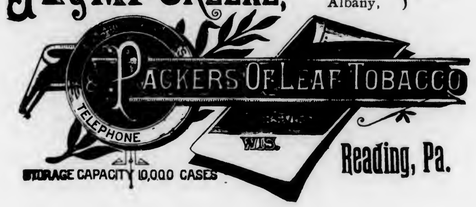
ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

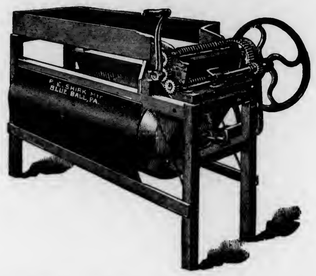
KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.



STORAGE CAPACITY 10,000 CASES
Reading, Pa.

THE DAISY
Tobacco Cutting Machine



Noted for Clean Work and Uniformity of Scraps. It cuts tobacco in a moist state, avoiding dust and waste. It is suited for bunching machines or hand work. These are desirable features in any cigar factory.

THE DAISY
Cigar Box Trimmer

This machine is well designed and well made. It is durable, and the most desirable **Cigar Box Trimmer** ever built.

FOR PRICES AND FURTHER PARTICULARS, ADDRESS

P. E. SHIRK, MANUFACTURER,

BLUE BALL, (Lancaster County) PA.

The Manchester Cigar Mfg. Co. **Baltimore, Md**

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

Shipping Station, East Earl.

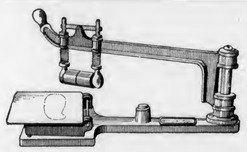
H. L. WEAVER. E. E. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers

Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.



The Invincible Suction Table

Provides everything necessary for the Finest Work. Drop a postal for circular.

WM. S. GLEIM, Lancaster, Pa.

J. K. PFALTZGRAFF & CO.

Manufacturers of High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands: "KENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."

H. H. MILLER,
Leaf Tobaccos

Light Conn. Wrappers and Seconds

Imported and Domestic

SUMATRA and HAVANA

Nos. 327 and 329 North Queen St., Lancaster, Pa.

SOMETHING NEW AND GOOD

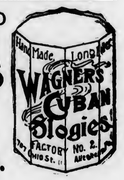
WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

LEONARD WAGNER,

Factory No. 2. 707 Ohio St., Allegheny, Pa.



G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000 Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Officers of the Union Cigar Manufacturers' Association.

ANDREW J KRAUSSMAN, President.

I. DEUTSCH, Vice President.

SIDNEY J FREEMAN, Secretary.

—Charles Troxell, superintendent of the Endress tobacco warehouse, Germantown, O, was seriously injured by a fall from a trolley car in Miamisburg, O., August 30.

TRADE-MARK REGISTER.

Mountain Tips. 13,782.
For tobies and cigars. Registered September 1, 1902, at 9 a m, by W. P. Lozier, Mt. Pleasant, Pa.

Havana Master. 13,783.
For cigars. Registered September 2, 1902, at 4 p m, by H. J. Fleischhauer, Philadelphia, Pa.

Wilmington Star. 13,784.
For cigars. Registered September 4, 1902, at 2 p m, by S. Kasdin, Wilmington, Del.

Inclito. 13,785.
For cigars, cigarettes and tobacco. Registered September 5, 1902, at 3 p m, by E. Preira, Philadelphia, Pa.

El Floresa. 13,786.
For cigars. Registered September 6, 1902, at 9 a m, by Fratz & Levy, Philadelphia, Pa.

The Wise. 13,787.
For cigars. Registered September 6, 1902, at 9 a m, by H. S. Meiskey, Lititz, Pa.

Honest George. 13,788.
For cigars. Registered September 8, 1902, at 9 am, by H.S. Souder, Souderton, Pa.

El Hoseta. 13,789.
For cigars. Registered September 8, 1902, at 6 a m, by H.S. Souder, Souderton, Pa.

J. L. W. & Co's. No. 218. 13,800.
For cigars. Registered September 8, 1902, at 9 a m, by H.S. Souder, Souderton, Pa.

REJECTIONS.

Musah, Old Kentucky, Bonita, Maximo, Mantado, Loretto, Probado, Ohio Boy, Red Rose, El Dorado, Havana Eagle.

TRANSFER.

The Hare, registered August 9, 1902, by James A. Collins, Littlestown, Pa., was transferred September 4, 1902 to P. M. Hare & Son, San Francisco, Cal.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Duke of New York, Willow Leaf, Unedis, Turkish Honey, Our own Make, Imaum, El Fanal, Anthony Palmer, Norman Chief, Lizella, Cerillo, Mardonius, Sonatura, El Dulero, Ognota, Forsa, Atholia, Court Belle, Picuba, Specuba, La Helora, Bracer, Nickle Nick, La Gimbella, Fulano, Coney Idland, General Re Quest, Norman Chief, Anna Donovan, Winthrop Star, U. I. and All Like, Phebus, Reichstag, Emu, Ucalla, Ohio Flyer, Fire King, Smoka La Venda and Love Cuba, Colorado Gold Belt, Coin Special, Muscavada, La Elemento, La Embrion, La Emisario Binghamton Flats, Top Flat, Ga. Tech, Sallie Bell, Luxor, La Nova Brevas, Challenger, Panama, Mile High, Ninety-Nine, Whin Bush, William R. Day, Senator Grady, El Bambo, Drexel Park Bouquet, La Realta, Golden Ropes, La Rosencia, La Gradosa, La Rosa Puerta, Golden Leaf, Standard, Flor de Utado, Sunchita.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR

LA FLOR DEL FLORES

The BEST and Most Rapid Selling

Package Goods

Excellent Quality

Attractive Packing

E. H. NEIMAN'S

Manufactured by

E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory,

M. E. PLYMIRE, Proprietor,

Wholesale Manufacturer of *Loganville, Pa.*

Cigars Strictly High-Grade Five Cents

Finest lines of Two for Five Cents

Correspondence with Wholesale and Jobbing Trade only invited.

WE LIKE Competition
ON OUR
LADY MAR
5c. Cigar
We can the better prove our assertion that
Quality Counts.
Penn Cigar Company,
723 Chestnut St. Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

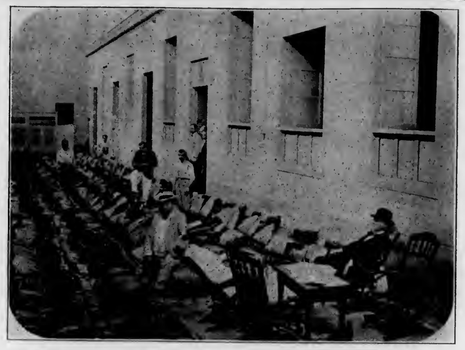
F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Lieber's Code. Van Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky.



INSPECTION ROOM OF RABELL, COSTA & CO., HAVANA.

A Great Havana Packing House.

The picture here presented has a valuable interest for all buyers of Havana tobacco. It shows the members and certain employes of the widely known firm of Rabell, Costa & Co. in the act of sampling a packing of tobacco in their fine warehouse at Manrique 199 in the city of Havana, Cuba.

The gentleman with the derby hat and seated in the rocking chair is the Marquis de Rabell. His associate in the firm, Mr. Jose Ferro, is seated upon a bale of tobacco and faces the reader, while Mr. Costa, in white duck trousers and a black coat, is to be seen in the background his eyes bent upon a list of the tobaccos in the warehouse.

The firm of Rabell, Costa & Co. is famous in Havana for its knowledge of Vuelta Abajo and Santa Clara tobaccos, of which crops it makes specialties. The firm buys tobacco with the most discriminating judgment and packs it with the greatest care. Visitors from the United States are at all times welcome at its warehouse.

Trade in Reading.

The cigar factory of John G. Spatz & Co. has been very busy this summer, and its output is already far ahead of what it was during the corresponding period of last year. In a single mail this week came orders for 60,000 cigars, and the firm has orders for half a million at this time. The sales of the American and Colonial Empire, Three Martyrs and other brands have been heavy. The firm employs a large force of skilled cigarmakers, and is widely known to the trade. Mr. Spatz has again left on an extended western tour.

H. S Hosler, owner of the Bon Ton factory at 9th and Elm streets, has taken as a partner Edwin Hellerick, who was previously associated with him in business. They have placed a new brand on the market called the El Dorado De Habana. They are quite busy at present.

Samuel Miles, of this city, an experienced tobacco grower, has returned from Little York, where he purchased several acres of land and will engage in the culitvation of the weed on a much larger scale. He has placed his new property in the hands of a competent grower and expects good results. Mr. Miles is an expert in the business, and makes weekly trips to the tobacco fields.

H. H. Wentzel has closed his factory at 368 South 9th street temporarily, until he can secure more commodious headquarters.

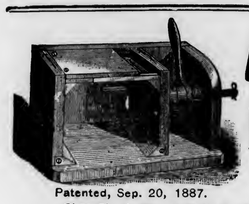
E. L. Schatzlein, a prominent cigar manufacturer of Kutztown, has returned from the Allentown hospital, where he underwent a tedious operation. He has almost recovered from his ailment, but has lost considerable flesh.

The Cinco Base Ball Club of Eisenlohr's cigar factory at Boyertown received their fine new uniforms, the gift of Otto Eisenlohr, and used them for the first time on Saturday, when they defeated the Ambrosia Club of Shirey, Miller & Co., cigar manufacturers of Pottstown, by a score of 14 to 10. On Labor Day they defeated the Castle Hall Club of the D. D. Erb & Co. cigar factory of Boyertown, by the score of 20 to 4. The Cincos are ready to meet all comers.

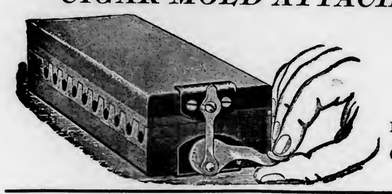
Saml. D. Dibert, of the firm of Dibert Bros., left on an extensive western trip last week.

Harry Marcks, who was formerly in charge of the cigar case at the Mansion House here, resigned to accept a position as traveling salesman with the National Brass and Iron Works. His many friends wish him success.

William Orth, who has purchase the Luden factory here, will enlarg his factory next spring, and make a number of alterations to the place. He is very busy at present, and has a large run on his Pompey cigar.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of Knock-Down Cigar Boxes
AND
CIGAR MOLD ATTACHMENT or Shaper Press
Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice



Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Trade Prosperous in Hanover, Pa.

The cigar trade in this vicinity is prospering nicely. Nearly all our city factories are having good trade, and some are filled with orders for later delivery and these goods are being made up as rapidly as possible.

Very encouraging reports are also being received from McSherrystown. The S. L. Johns Cigar Company factories are running steadily.

The Keystone Cheroot Co., of Hanover, has lately booked the largest orders for its products that it has yet had, running into the millions. In fact their sales have exceeded their present facilities to such an extent that an additional factory has been opened at Gettysburg, and is now in fairly good working order. Mr. Fisher is making daily visits to the Gettysburg branch. Mr. Parker, of the firm, has been on the road for some time, but will return next week.

C. E. Miller, at McSherrystown, will soon break ground for the erection of an addition to his factory which will nearly double it present capacity.

Nearly all the union factories of this place are extremely busy. H. J. Roth & Co. are employing 46 men, and E. A. Bollinger & Co., Ltd., say they have never been busier.

Latest News from York, Pa.

Local papers and reports are announcing in this city and county a decided improvement in the cigar manufacturing industry. Many factories which have heretofore been idle, with great quantities of cigars stored therein, are becoming more active since the goods are being shipped. It is claimed that over seventy cases of cigars were shipped from Dallastown in one week. One manufacturer alone shipped 165,000 to one party.

The large brick warehouse of I. H. Stiles is in good shape to be completed by fair-week, beginning with October 1, when it is to be occupied.

The receipts at the Internal Revenue office on Wednesday, amounted to $9,597.99. This was the largest single day's business in the history of the office.

C. C. Kohler, proprietor of Kohler's cigar store, is the fond possesser of a bull dog—a present from Teddy McGovern, the light weight champion. Mr. Kohler values his canine at $150.

Noah Gillen, of Gillen & Granat, was absent from the city on a business trip to Elmira on Monday and Tuesday last.

Judge Bittinger has instructed the constable to be more alert regarding the conducting of card tables in cigar stores for gambling purposes, and the operation of slot machines for profit. Reports regarding the above matters reached the court—hence the action referred to.

The insurance agents have adjusted matters promptly and satisfactorily relative to the tobacco warehouse fire, and the damaged tobacco is being carted away by farmers and others for fertilizing purposes.

H. C. Mercereau, Jr., of H. C. Mercereau & Co., Elmira, spent a few days in the city visiting the leaf trade during the week.

George W. Gable the veteran cigar manufacturer of Windsor, was a welcome visitor to the city

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871
PRODUCER-DAY
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf TOBACCO
We have a few B and C Fillers left of the 1900 crop.
EAST PETERSBURG, PA.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
Lancaster, Pa.
MAKERS OF
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

on Wednesday last. Other York countians interested in the tobacco trade who visited the city were Samuel R Kocher, and Samuel C Kocher, of Wrightsville.

Juan Rubino, formerly a cigar manufacturer at Emigsville, has removed to Portland, Ore.

The Winget Machine Co. has resumed business on West Clark avenue, and, just eight days after the fire, shipped its first machine. The premises now occupied by them will be used temporarily only, as larger quarters have been already leased in the World Polish Co building, immediately adjoining the factory of the La Buta Cigar Company, and as soon as the necessary machinery can be installed they will push the output of their machines with all possible vigor.

A New York Leaf Story.

During the third week of August last past at the height of the rush of out of town buyers to the New York leaf market, a buyer made his appearance whose operations after puzzling the holders of the new Connecticut not a little ended in his own temporary discomfiture This buyer hailed from a city which is to be found mentioned on the map of the United States somewhere within the triangle bounded by New York, San Francisco and New Orleans That is definite enough for this story, the hero of which has for many years had the reputation of being one of those frugal, yes, stingy men, who manage to make a living in the leaf jobbing business on total annual sales of not over $25,000 to $30,000. He was supposed to have a capital of about $10,000. His visits to New York were infrequent and the salesmen who did business with him in his own town, while holding him in high esteem as an honest man, always noted with satisfaction that his orders were consistently within his reputed means.

When this man came to New York last August he went straight to the office of a house with which he had done business for a number of years, and to which he was in debt to the extent of a little less than $2 000. Of this house he bought a bill of about $5 000 of the new Connecticut, making his debt about $7 000. The house was prepared to sell him a larger bill on the strength of its faith in his honesty, but he said he had bought all he needed. During the week which followed the credit man of the house referred to learned with amazement that his customer had bought altogether of other merchants nearly 300 cases of the new Connecticut and in each case the seller came to the credit man of the first house to ask as to the standing of the buyer. The credit man told a perfectly straightforward story but refrained with the utmost circumspectness from saying a single word that could be justly construed as a direct impugnment of the good faith of the buyer. For his own house, however, he acted with promptness. He canceled the buyer's order and notified him that the notes of the buyer's making for the debt of about $2,000 which had not matured could be discounted by the maker at 5 per cent By the return mail he got a check for the face of the notes, less 5 per cent., and a severe "calling down" for his alleged officiousness in making statements calculated to damage the credit of the buyer.

The buyer complained that every one of the orders that he had placed in New York for the new Connecticut had been canceled by the seller.

After the first of September the story takes a new turn. Some of those who were suspicious in the third week of August and who feared that the out of town buyer was preparing for them a Christmas gift in the shape of an elegant little failure were considerably more credulous in September, for they have not only let the hero of this story have all the new Connecticut he wants but they are also selling him considerable quantities of Sumatra, Havana, Pennsylvania, New York State and Zimmer's Spanish.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Every effort is made to secure the choicest crop of tobacco ever grown in the Valley. There are, of course, two sources of damage that the grower fears: First, "hail," and second "frost." Every one watches his thermometer, and when it indicates less than 50 degrees, he is apt to consult it frequently. But if he sniffs a southern breeze, he soon sleeps soundly. Again, if bad-looking clouds appear and the thunders roll, he is sure not to rest easy until the shower has passed over and the absence of hail reassures him. But his nerves are strung to their full tension. It is not at all wonderful that he should be extremely anxious for fear of great loss.

Our correspondents write:

North Hatfield: "Some of our tobacco sheds are full, and we have the best crop we ever raised. The coming week will see it all housed. Several are already through. There is an occasional late-set crop, but it has developed a well-finished leaf these later sunny days. There are some buyers, or would-be buyers, but growers are not in a hurry to fix prices."

Northfield: "Harvesting tobacco has commenced, and next week will find most of it in the sheds. It is a very good quality and sound in all respects."

Suffield: "We have now the tobacco buyers looking over the ground and seeking to buy our crops. As a rule, our growers are not in a hurry to set a price on their goods, and prefer to wait a while to see how the crop is going to cure. The leaf is sound, free from damage, and has matured excellently, as the weather has been all that one could desire."

Putney: "We have a very nice growth of perfectly sound and desirable leaf. It has ripened off under perfect conditions, and we hope for and expect to get better prices than last year, or we shall hold on."

Hinsdale: "The tobacco in this town is some days late. Some are nearly through harvesting. If the frost holds off the late crops may be as good as the earlier pieces, as it is improving fast this warm weather. No buyers in sight as yet."

Sunderland: "Tobacco has mostly been cut, and is hanging in the barns, in fine condition here. It has an excellent color this year owing to the large rainfall, and the last week of sunshine has given it a good body. We look for a large amount of fine light wrappers, unless we have pole sweat. It is a perfectly sound crop."

Conway: "The harvesting of tobacco is now in progress. A few of our growers will finish this week. Nearly all of them seem to want to have it get ripe this year. It promises a very fine and sound crop."—American Cultivator.

BALDWINSVILLE, N. Y.

No sales have been reported during the week. The fine weather of the last few days has made a great improvement in the growing crop A number of growers have commenced cutting but the majority of the crops throughout the section are not as yet ripe enough for cutting. The most experienced buyers are warning the growers not to be too hasty in harvesting but to wait until the tobacco is in proper condition. The temptation to get the crop in the shed safe from damage by wind and hail is great, but if cut while still unripe the danger of improper curing is as large. A fine crop raised on the Joseph Snyder place in Cold Spring by George Russell was cut last Saturday and another raised at Mr. Russell's home is being cut this week. The buyers have been carefully watching the new crop and E. C. Munroe was at Corning and Elmira last week examining the tobacco in the Big Flats section. Mr. Munroe and I. C. Gary will represent the American Tobacco Co. in the Onondaga section this year. H. P Buell, who was in the field last year, will look after the company's buying at Middletown, O., this season. F. M. Dunham is to build a tobacco warehouse on the site of the one destroyed by fire last fall and expects to have it ready for occupancy by December. A three years' lease has been made for the building by Max Gans & Co , of New York. A shipment of twenty-five cases of old was made by Chas S Mills, the representative of Arendt & Son, from their warehouse Monday — Gazette.

MIAMISBURG, OHIO.

The market is dormant—no sales are reported.

Harvesting of the new crop is being prosecuted gradually. A light rain Monday morning was of great benefit to the later planted fields, by assisting in the better development of the top leaves. The earlier planted fields are by this time nearly all harvested, and in a couple of weeks there will be a rush of harvesting the later tobacco. The rumors of crops being contracted have been disproved by investigation. No bona fide transactions have been discovered to date though there is no telling what a day may bring forth.—News.

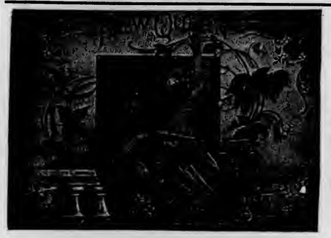
P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

J. M. McGUIGAN
MANUFACTURER OF AND WHOLESALE DEALER IN
ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.



R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at **Five Cents,** and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

THE UP-TO-DATE SYSTEM

We have long since passed the days of the stage coach and the tallow candle. Nobody wants to go back to them.

We have also passed the days of slow, inefficient methods in the cigar business as in everything else.

It is of the utmost importance to be up-to-date.

If the other fellows would stay back with you, you might be content to lag along in the same old rut.

The trouble is, though, that they won't do it.

The enterprising competitor insists upon installing the latest and best tools and equipment, which give him the biggest kind of an advantage. The only way you can save your business is to adopt these methods yourself.

The very latest thing in the cigar making business is the DuBrul Dieless Suction Table.

This is by far the best cigar rolling system ever placed before the trade and it is surely going to supplant all others.

The picture of the DuBrul Dieless Suction Table is shown in this advertisement.

Its superiority is due to the fact that it has no dies or rollers.

The cutting is done with a circular knife, which swings up out of the way of the operator when the wrapper is cut, leaving everything free to roll cigars, without being hampered by dies, fixed or movable, with all their complications, irritations and aggravations.

This table enables the operator to do more work and better work in less time and with less wrappers than any other table ever made.

There is absolutely no doubt about this; we have proved it by test.

We urge every enterprising cigar manufacturer to write to us to-day for full particulars, prices, etc.

We will also give you particulars of our Die Table, if you wish. It is the best of the kind. We have both styles to show at our offices.

Ask for booklet W. S. when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

EDGERTON, WIS.

The buying of the new crop, which was started in the fields a few weeks ago is still being quietly conducted. As yet it is confined largely to the Vernon county section, though some riding is being done in other localities and a little trading effected. While the movement has not yet reached what in other years is called a rush of buying, it is believed that at least 1,000 acres has been contracted for at prices ranging from 10 to 12 cents. The United Cigar Manufacturers are credited with being the large buyers of the week. Most of the conservative dealers prefer to wait until the crop is more thoroughly cured before entering the field.

The harvest is being pushed along as rapidly as is possible, and while the close of this week will not see it all secured, the great bulk will be safely housed. The cold wave of Wednesday caused some uneasiness among growers having tobacco outstanding, but has passed without frosts. The early harvested leaf is curing down satisfactorily, though light rains would be acceptable now.

The market for old leaf has nothing new to record, and very little trading is indulged in.

Shipments, 425cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Offerings on the breaks were again small, but private sampling and sales were quite liberal at advancing prices from day to day, and stock on sale diminishing rapidly. Something over 200 hhd. sold privately since weekly report was made; every movement seems secret and on the quiet. Lugs and Common Leaf very scarce. Stock consist largely of Medium, Good and Fine, large leafy styles.

Lugs-Com. 4¾ to 5¼c; Med., 5¼ to 5¾c; Good, 5¾ to 6¼c Fine, 6¼ to 6¾c

Leaf—Com., 6¼ to 7¼c; Med., 7¼ to 8½c Good, 8½ to 10½c; Fine, 11 to 13½c.

The weather has been dry, with cool harsh winds; temperature 46 degrees Friday morning. Cutting is in active progress, with frost scare causing some to cut clean. Many planters report that the plants are not half as large, and will make 300 to 500 pounds per acre. This, with only 75 per cent. of a crop planted and bad stand, looks like half a crop will be a liberal estimate

Receipts for the week, 40 hhds; year, 11,720. Sales for the week, 168; year, 9,611.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Aug. were	553	Hhds.
Sales " " "	1,422	"
Shipments in " "	3,280	"
Total stocks Sept. 1	3,862	"

Buyers' stocks, 1,060 hhds; Sellers stocks, 2,802 hhds.

Our receipts this week were 27 hhds; offerings on the breaks, 211 hhds; sales, 206 hhds.

The offerings were almost entirely Leaf, and as some of our dealers opened their best Leaf the quality graded much higher.

Showers passed over this section the 1st inst, being of benefit where they fell. There is still much small tobacco in the crop, which will need a late fall to mature properly.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.50 to 6.25
Common Leaf	6.50 to 7.25
Medium Leaf	7.50 to 8.5
Good	9.00 to 10.00

Imports and of Cigars Leaf Tobacco

FROM HAVANA

Per steamers Esperanza and Morro Castle.

CIGARS	cases
Acker, Merrall & Condit, New York	38
G. S. Nicholas, New York	32
B. Wasserman Co., New York	31
Park & Tilford, New York	23
Duncan & Moorhead, Philadelphia	17
M. A. Gunst & Co., San Francisco	13
S. S. Pierce Co. Boston	11
D. Osborn & Co., Newark, N. J.	7
Estabrook & Eaton, Boston	6
G. W. Faber, New York	6
Waldorf-Astoria Segar Co., New York	4
Grommes & Ulrich, Chicago	3
Lilienfeld Bros. & Co., Chicago	3
S Bachman & Co., San Francisco	3
M. Blaskower & Co., San Francisco	3
D. Frank & Co., Boston	2
C. B. Perkins & Co., Boston	2
T. Wright & Co., St. Louis	2
J. Wagner & Son, Philadelphia	2
W. G. Cochrane & Co., Philadelphia	1
P. & J. Frank, New York	1
Codman Cigar Co., Boston	1
Labold, Newburgh & Co., Cincinnati	1
Schwabacher & Co., San Francisco	1
Chilean Legation, Washington, D. C.	1
Wilbur Tibbals, St. Paul	1
Total	215
Previously imported	6,310
Imported since Jan. 1, 1902,	6,525

LEAF TOBACCO	bales
L. Sylvester & Son, New York	1,355
Sartorious & Co., New York	458
J. Bernheim & Son, New York	423
Sutter Bros., Chicago	365
J. Vetterlein & Co., Philadelphia	228
Theobald & Oppenheimer Co., Phila	206
Havemeyer & Vigelius, New York	180
L. Friedman & Co., New York	175
J. S. Gans & Co., New York	158
Pretzfeld & Co., New York	103
K. Straus & Co., Cincinnati	100
Weil & Co., New York	100
Waitt & Bond, Boston	85
F. Miranda & Co., New York	83
A. S. Valentine & Son, Philadelphia	75
A. Pazos & Co., New York	70
E. P. Cordero, New York	65
Sutter Bros., New York	50
Hohlberg & Co., New York	40
Manrara Bros. Co., New York	37
Hamburger Bros. & Co New York	33
S. L. Goldberg & Sons, New York	32
M. Alvarez, New York	31
Garcia, Vega & Carcaba, New York	31
Rodriguez & Teijeiro, New York	30
E. Hoffman & Son, New York	25
Loeb-Nunez Havana Co., Philadelphia	20
H. L Kirstein & Co., Cincinnati	20
M. Kemper & Sons, Baltimore	19
Carl Upmann, New York	15
American Cigar Co., New York	10
Yocum Bros., Reading, Pa.,	10
Ottenberg & Co., New York	8
F. Alvarez, Cincinnati	6
A. Blumlein, New York	5
E. Regensburg & Sons New York	5
Rothschild, Sons & Co., Chicago	5
Total	4,665
Previously reported	80,963
Imported since Jan. 1, 1902,	85,658

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses. Write for prices.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa.

WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.
So closely related to the costliest Havana cigars (being filled with the light, mild leaf from same plant,) they are characteristically the same.
Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

Awful Juvenile Examples

Some interesting observations of the effect of cigarette smoking upon boys in school were presented by P. L. Lord in a recent number of The School Journal. A public school of about 500 pupils was taken as an example, and in this school it was found that the boys were very much inferior to the girls in every way. It was also found that a large majority of the boys were habitual cigarette smokers.

An investigation was ordered to ascertain exactly how far the smoking was to blame for the boys' inefficiency and low moral condition. The investigation extended over several months of close observation of twenty boys who it was known did not use tobacco in any form and twenty boys known to be "cigarette fiends."

The non-smokers were drawn by lot. The report represents the observation of ten teachers. The pupils investigated were from the same rooms in the same schools No guesswork was allowed. Time was taken to get at the facts of the case on the twenty questions of inquiry—hence the value of the report

The ages of the boys were from ten to seventeen. The average age was a little over fourteen. Of the twenty smokers, twelve had smoked more than a year and some of them several years. All twenty boys used cigarettes, while some of them also used pipes and cigars occasionally.

The following table shows the line of investigation and also the results:

		Smokers.		Non-Smokers.	
		No.	pc.	No.	pc.
1	Nervous	14	70	1	5
2	Impaired hearing	13	65	1	5
3	Poor memory	12	60	1	5
4	Bad manners	16	80	2	10
5	Low deportment	18	90	1	5
6	Poor physical condition	12	60	2	10
7	Bad moral condition	14	70	—	—
8	Bad mental condition	18	90	1	5
9	Street loafers	16	80	—	—
10	Out nights	15	75	—	—
11	Careless in dress	12	60	4	20
12	Not neat and clean	12	60	1	5
13	Truants	10	50	—	—
14	Low rank in studies	18	90	3	15
15	Failed of promotion	*79	—	*2	—
16	Older than average of grade	19	95	2	10
17	Untruthful	9	45	—	—
18	Slow thinkers	19	95	3	15
19	Poor workers or not able to work continuously	17	85	1	5
20	Known to attend church or Sunday school	1	5	9	45

*Times.

The following personal peculiarities were noticed in the smokers:

Twelve of the cases had poor memories and ten of the twelve were reported as very poor, only four had fair memories and not one of the twenty boys had a good memory. Eighteen stood low in deportment, only one was good and none were excellent. Seven of them very low, being constantly in durance vile because of their actions.

Twelve of the boys were in a poor physical condition, six being subject to "sick spells," and were practically physical wrecks already Eight were reported as being in a fair or good condition, but none were excellent.

The table shows that the average efficiency of the average boy in this school who had never used cigarettes is represented by about 95 per cent., or, in other words, out of 100 such boys, 95 of them are reasonably sure of getting at least a good, common school education.

LATE REVENUE DECISIONS.

Foreign Articles with Statutory Packages.

A manufacturer of cigarettes presented a sample package of ten imported cigarettes, which, in addition to the cigarettes, contained five cigarette holders, and inquired whether the holders, or like articles, could be placed in statutory packages of cigarettes. He was advised that such packages can only contain the article (cigarettes) upon which the tax has been paid, except that small advertising cards, circulars or coupons of inappreciable weight, and intended as an advertisement of the business of a manufacturer, could be placed in such packages and that it was not permissible for a domestic manufacturer or an importer of foreign made cigarettes to place pipes, cigarette holders or other foreign articles in such packages.

Refilling Cigar Boxes.

A dealer in tobacco who inquired what objection, if any, there was to a dealer taking cigars from one box and refilling another box, and what penalties he would incur if he would refill cigar boxes, was advised that Section 3384, Revised Statutes, requires that all cigars shall be packed in boxes not before used for that purpose, and containing a statutory number of cigars—either 12, 13, 25, 50 or 100—and that every person who sells, or offers for sale, or delivers, or offers to deliver, any cigars in any other form than in new boxes, respectively, will incur liability to fine and imprisonment imposed by that statute. It was further advised that every person who removes cigars from the box and who willfully neglects to utterly destroy the stamp on the emptied box and after all of the cigars have been removed, will incur the liability to a fine of $50 and to an imprisonment of not less that ten days nor more than six months, as provided by Section 3406 of the Revised Statutes. Section 3376 provides that every manufacturer or person who sells or offers for sale, any box or other package of tobacco, snuff or cigars, having affixed thereto any fraudulent or spurious imitation or counterfeit stamp, or stamp that has been previously used or sells from any such fraudulently stamped box or package, or has in his possession any box or package aforesaid, shall, for each such offense, be fined and imprisoned. The practice of transferring cigars of one brand into stamped boxes of other brands and selling them in fraud of the Internal Revenue laws, and also in fraud of manufacturers who make a better class of goods, appears to have been observed in more than one district, and steps are being taken to discourage that practice among dealers.

Imported Snuff.

The Commissioner recently had occasion to advise in regard to a certain consignment of snuff held at the Appraiser's Store, put up in cases, containing small packages weighing 3 3 5 ounces each, that the importer could affix to each package two stamps, one of the denomination of 3⅓ ounces, and one of the denomination of one half ounce, to cover the quantity of snuff contained in each package above a statutory quantity. This ruling was in the interest of the importer in one respect, that is, he was not required to repack the snuff and thereby destroy the evidences of its importation and special brand.

In another case the snuff had been imported from a Government having a monopoly of manufacture and sale of snuff, and the metric weights are in force under that Government, and the packages were put up under that system of weights. Each small package weighed one hundred grammes, or a little more than 3½ ounces net. To have placed two stamps, one of the denomination of 3 ounces and one of the denomination of one-half ounce, would not have covered the tax due on the entire shipment The office therefore decided that the importer could place two stamps, representing 3½ ounces in the aggregate, on each package up to a certain number, and a 4 ounce stamp on other packages, to cover the actual quantity of snuff contained in the entire importation. The snuff as then stamped, according to the standard of weights in the United States, would correspond exactly with the quantity as expressed in the terms of the metric

A Whole Building on Broadway

less the ground floor (5 floors) just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Cigar Molds

Knives, Boards, Cutters, Presses, Casers, Scrap Cutters, Automatic Sprayers, Branding Machines, Bookers, Block Bundlers, Revenue Tools in fact. **Everything that can be used to advantage in a Cigar Manufactory,** is illustrated in **OUR CATALOGUE No. 5.** It also contains all the latest and up to date Cigar Mold Shapes. **Ask for it,** before you make that other fellow happy with your order at a big price. We can please you and **Save You Money,** at that.

The Sternberg Mfg. Co.
DAVENPORT, Ia., U. S. A.

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Gilt-Edge Cigar Box Factory,
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Local & Long Distance Telephone
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Labels, Edgings, Ribbons
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CIGAR BOXES of Every Description
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High and Medium Grade **CIGARS**
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STRICTLY UNION-MADE GOODS

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MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
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Great Reduction in Price
550 Times Sweeter than Sugar.
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

system. In both of these cases the importer was advised that these importations of snuff in packages not corresponding to the statutory packages required by the Internal Revenue laws must cease, and that the rulings mentioned would only apply to the individual consignments now held in the customs service. It appears that if importers buy foreign-made goods the manufacturer abroad should put up the snuff or tobacco in statutory quantities required in the United States, when the article is intended to be imported here and sold in competition with domestic goods. To have two classes of packages, representing but one article, one showing the weights expressed in the metric system, and the other the weights expressed in ounces and pounds, confuses small dealers who are not acquainted with the metric system, although the Internal Revenue stamp required to be affixed to each package would show, in ounces and pounds, the quantity contained in the package.

Advertising Cards.

A manufacturer submitted a small advertising card giving notice that upon the return of so many cards a useful article would be returned to the holder or dealer, but the name and address of the manufacturer did not appear on the card, nor did the registered factory number appear printed thereon. The Commissioner ruled that this card would not be held as intended to advertise the business of the manufacturer who proposed to use it, and, therefore, that it should not be placed in a statutory package of tobacco; further, that while the card might show that it was intended to be returned to the manufacturer for exchange for some other article, this fact would not bar it as a prohibited article, provided that the manufacturer's name and address, the registered factory number, and the trade mark name of his tobacco appeared plainly printed on each card.

Cigar Stamp Account.

A collector, who confused his accounts by accepting an inventory showing the number of tax paid cigars on hand, the manufacturer reporting the stamps affixed to the boxes as "unattached stamps on hand," was advised that a manufacturer on January 1, 1902, should not have included in his inventory any cigars or cigarettes that had been tax paid, and that it was improper for a collector to bring forward on Form 144 the number of tax paid cigars or cigarettes on hand, and that the account for this year should only show the number of unstamped cigars or cigarettes on hand January 1, 1902, and those unstamped and on hand January 1, 1903, or on hand at time of filing an inventory on Form 70b. It was further advised that all cigars stamped but on hand should be reported with those stamped and actually removed from the factory. It was also advised that the method of allowing a manufacturer to report cigars or cigarettes that are stamped with those that have not been stamped delays the settlement of the accounts, therefore that all cigars or cigarettes made each day must be properly accounted for on Book 73; and if a number of cigars have been stamped, they must be reported as "sold or removed," and that the stamps having been affixed to the boxes they can not be reported and accounted for as "unused stamps on hand."

Rulings on "Coupons."

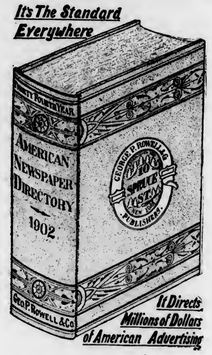
A manufacturer submitted a package with a label attached to the jacket, which could be detached without destroying any part of the package. This slip of paper advertises a certain brand of tobacco. The name of the manufacturer also appears on it, and it has some reference to an advertisement card issued by the manufacturer referring to certain prizes offered in a catalogue, all of which indicates that the label was intended to be returned to the manufacturer in exchange for some article mentioned in the catalogue. It was advised that the label could be attached to the jacket, or be placed within the package, as it advertised the business of the manufacturer and the particular brand of tobacco with which it was connected; and the fact that the label was to be returned to the manufacturer in exchange for some other article did not debar it, as the distribution of the premiums or prize articles did not depend upon the event of a lottery.

Another person was advised that the regulations allow a manufacturer to place small advertising cards, coupons and circulars of inappreciable weight in their packages of tobacco when such cards, coupons or circulars advertise their business and relate only to the manufacture and sale of their products and to no other business. The office also advised that a manufacturer is not privileged to place pipes or other merchandise in such packages, but that it is not contrary to law for a manufacturer to exchange pipes or other articles for tin tags that may be returned to him by other persons, provided the distribution of such articles is not dependent upon a lottery.

—A tobacco strippers' union has been organized in Hartford, Conn., with forty members.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

It's The Standard Everywhere



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It is revised and reissued twice a year.
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Delivered Carriage Paid.

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Kleinberg's Chico
We regret to inform our numerous friends that we have been enjoined from manufacturing the famous CHICO cigar. Our worthy competitors, Otto Eisenlohr & Bros., claim that our CHICO is an infringement of their CINCO, and have stopped us by injunction.
Chico Cigar Co., Phila.

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.
Price, $1.10, Postage Prepaid.
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224 Arch Street, Philadelphia. 11 Burling Slip, New York.

Charles Bolevsky,
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CIGARETTES.
Experienced Manufacturer.
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WE SELL TO SATISFY!

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Fitzgerald & Fletcher,
Sole Distributors,
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Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

A Tribute to Tobacco.

Here is one woman's tribute to tobacco:—"Had I four walls roofed with love and called by that most meaning name, 'Home,' I would build an altar in the choicest room to My Lady Nicotine, and keep it heaping with armfuls of her fragrant weed. I do not know what magic lurks within the plant, but I am convinced it is more potent than treaties to preserve domestic peace, and some day some one will re-christenit 'The Happiness Flower.'"

BUSINESS CHANGES, FIRES, Etc.

California.
San Leandro—E. R. Couchman, cigars; sold out to M. C. King.
Colorado.
Denver—E. W. Clapp, cigars, etc., succeeded by A. L. Welmer.
Connecticut.
Waterbury—George Lauria, tobacco and cigars; real estate mtge. $5,200.
Florida.
Jacksonville—Huan & Lorraine, cigar manufacturers; damaged by fire.
Illinois.
Chicago—Katarzyna Juszczynsha, cigars, etc.; bill of sale $400.
Indiana.
Wabash—Frank Bridges, cigars, etc.; sold out.
Iowa.
Manson—Brown & Meyers, cigars; succeeded by James M. Meyers.
Kentucky.
Hopkinsville—Cooper & Hooper, leaf tobacco; out of business.—Tandy & Eckles, leaf tobacco; succeeded by C. M. Tandy.—Wheeler & Faxen, tobacco warehouse; out of business.
Maine.
Portland—Fred. H. Spinney, cigars, etc., chattel mtge. $600, discharged; new one for $1,200 given.
Michigan.
Detroit—Vieson Bros., Joseph F. Vilson, individually, retail cigars and tobacco; bill of sale $300.
New York.
Ithaca—Wm. L. Howe, cigar manufacturer; bill of sale $300.
North Carolina.
Durham—Branch & Dunlap, cigar manufacturers; succeeded by E. C. Dunlap.
Ohio.
Toledo—L. N. Urban & Co., cigars and tobacco; damaged by fire. Insured.
Oregon.
Roseburg—Denning, Kent & Ramp, cigars; succeeded by Denning & Kent.
Pennsylvania.
Altoona—W. W. Blake, wholesale tobacco and cigars; succeeded by Blake Tobacco Co. Inc.
Virginia.
Norfolk—Peter Y. Johnson, cigars; sold out.
Richmond—P. T. Conrad, smoking tobacco; succeeded by Conrad & Bentley Co.—Independent Snuff Mills Co. succeeded by American Tobacco Co.
Washington.
Spokane—Wainwright Bros., cigars, sold out to Riley & Montfort.
West Virginia.
Wheeling—Muhn & Brandfoss, tobacco; dissolved.

PATENTS RELATING to TOBACCO, Etc.

708,142 Tobacco pipe; Marshall B. Hern, Birmingham, assignor to J. & M. Hern, Manchester, Eng.
708,404 Smoking pipe; Charles P. Remore, Tully, N. Y.
708,172 Spinning machine for chewing tobacco; Wm. Schertiger, Aalborg, Denmark.
708,085 Cigar shaper; Christian G. Singley, Manheim, Pa.
708,434 Machine for stringing tobacco; Charles G. Wells, Hartford, assignor to Pouleur & Wells, Windsor, Conn.

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Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
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"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
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Price Lists on Application

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and

Four Thousand Cases

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T. J. Dunn & Co. Makers. Phila.

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Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 37.

PHILADELPHIA, SEPTEMBER 17, 1902

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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXXVIII.—"The Smoking Room of Mr. Gorgias Midas."

By H. J. SPINGARN, of E. Spingarn & Co.

The only possible way to grasp the totality of the wealth of Mr. Gorgias Midas (shade of George Du Maurier, forgive me for using that name,) would be to look at the figures through the wrong end of an opera glass.

He was so very rich that once, in order to get rid of a hogsheadful or so, he instructed the porters on a line of sleeping cars he owned to accept no tips for a year, on the guarantee that he would reimburse them fully for their forbearance. After that he took the best of all the porters and gave him a job at the door of his smoking room. The man's sole duty in this position was to assist guests invited to a seance in the smoking room in taking off their shoes, and in replacing them with felt-soled slippers. On no other condition might entrance be had to Mr. Midas' smoking room. You see, the floor was mahogany, inlaid with mother of pearl, and Mr. Midas was very careful of it.

The room itself was the largest in the whole vast pile which Mr. Midas called home. It was about fifty feet square. There wasn't a chair in it. Only hanging divans suspended from the ceiling by silver chains. They were of all shapes, from a straight backed chair to a couch. They were swung about two feet above the floor.

The ceiling, which was arched, was very lofty. The oaken rafters, from which the hanging divans dangled, partly obscured the remarkable work of art which adorned the ceiling. It had been painted by Benjamin Constant. It showed the history of tobacco in a series of panels, and the spaces between the figures were filled in with gold leaf, laid on heavily in the Russian manner.

Mr. Midas had been one of the world's very richest men so long, and had entertained so many tobacco loving friends in this extraordinary apartment, that the oaken rafters above mentioned were black.

The walls of the room held racks of pipes of all countries, and some of them were three hundred years old. None of Mr. Midas' guests ever smoked pipes, save an occasional Englishman and one or two German friends, and these brought their own with them, so that the collection on the walls was never disturbed.

MR H. J. SPINGARN

Above the line of pipe racks were pictures in oils and water colors; most of them painted upon wood, and all of them illustrative of the smoking habits of the different nations of the world. Each was a chef d'oeuvre. My own favorite among them all was a magnificent enamel from Russia showing the wife of one of the Czars and her ladies, each with a cigarette in her fingers or between her lips.

The table in the centre of the room was thirty feet in length and twelve feet wide. It came from the palace of an old-time Indian rajah and had cost Mr. Midas its weight, not in silver, but in gold. It is said this table is four hundred years old. It is adorned with sculptures from the mythology of Hindustan.

Fountains in silver basins plash on two sides of the table and palms in silver pots stand in corners and odd places.

Servants, noiseless and clad in the Moorish fashion, are in attendance and may be depended on to bring to each guest precisely the brand he affects, for Mr. Midas' stock of cigars and cigarettes is exhaustless. He is so great a lover of tobacco that he in no manner resents the preferences of his guests. He tolerates every taste whatsoever. The man who loves a mild cigar is sure to get it in Mr Midas' smoking room, and he whose more robust appetite craves a heavier weed has but to speak to command it. Ladies, too, are welcome, and nothing delights Mr. Midas more than to teach a fair guest to smoke.

An evening in Mr. Midas' smoking room, aside from all the splendors that crowd that unique apartment, is always a delight. Mr. Midas, at his dinner table, is one of the most genial and expansive of men. In his smoking room he is not less genial, but he is prone to fall into reveries there, and in his swinging divan, with his limbs relaxed, his head thrown back and his cigar between his teeth, rarely speaks. He likes to have his guests remain silent, too. His smoking room is consecrated to tobacco Tobacco in his eyes is a jealous god. In Mr. Midas' house his temple is the most splendid ever erected for his worship by mortal man, and provided the worshiper be truly one of the faithful, as most of Mr. Midas' old friends are, he will not care to talk. He will feast his eyes upon the countless rarities that encounter them from floor to roof, and on every side, and will ask for nothing more, unless it be a fresh cigar.

When ladies are in the company the rule of silence is relaxed, in deference to that weakness for which their sex has ever been famous, and the antique Italian cut velvet portieres at the entrance will be drawn aside, so that the music which is provided on these evenings may be the better heard.

The detail of the smoking room which will convey to you who, perhaps, have yet to be invited to have a cigar with Mr. Midas, the very best notion of your host's utter indifference to cost is this: You may light your cigar or cigarette from a gold spirit lamp, or you may scratch a match upon the little tablet of brilliants set into the arm of your divan. The jewels are small, it is true, but they are all genuine, and each tablet contains, upon a background of diamonds, some famous short sentence in rubies, emeralds, or sapphires, on the subject of tobacco from books which are your host's favorites.

Next Week.—Chapter XXXIX: "The Most Picturesque Tobacco Congress in History," by Fred Opp, of Weinheimer & Opp.

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J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
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IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

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SEPTEMBER 17, 1902.

What to Do to Be Saved.

A Discussion of Present Day Conditions in the Cigar and Leaf Trades.

XVIII.

And now to conclude this series of articles—

What to do to be saved?

Make hay, and, while the sun shines, put money in thy purse.

The sun is shining, despite all that the moaners and the groaners say to the contrary. Methods of doing business, both in the leaf and the cigar trades have changed, and they will change yet more, but the time is not now, and it will never come, when the enterprising, industrious, honorable, well-informed man need fear that the occupation of the field by large corporations will interfere seriously with him. As in the forest the sycamore overtops the oak, the oak the birch and the birch the green grass, so in the commercial life of America great corporations overtop corporations not so great, and these in turn smaller corporations or individuals. It is the people's will that these things should be so, and a change will come just when the people demand it, and no sooner.

The great corporations do not pretend to be philanthropists or altruists; they are in business for the same reason that other folks are in business—to make money. They use their capital with as much wisdom as they are able to command, and many of them have done vast good by opening up new world markets. The American Tobacco Company has done this in Japan and China, and has a future for its energies in England, Germany and Russia, and possibly in the regie countries. Its cigar manufacturing and distributing arms are strong competitors, and will yet be stronger, but they are arms—not tentacles; they are stretched forth in the open day and do their work in the sun light.

The methods of doing business of these corporations appear to be to the taste of their customers, and they are educating to the cigar manufacturing business a number of as fine young men as are to be found anywhere in the world. They are making cigarmakers of them, not salesmen or accountants, and competent cigarmakers are public benefactors. But the great cigar manufacturing and distributing corporations by no means possess a monopoly of all the talent, all the energy, all the capability there are in the field. There are many very bright and industrious men on the outside, and these will flourish in the future as their predecessors have flourished in the past. Good luck, and long life to all of you, says The Tobacco World.

A Dress Suit Itinerary.

Carl Upmann's Dress Suit brand of Havana cigarros would answer as a hotel guide for any globe-trotter. The packet, which is an imitation of a dress suit case, is adorned with facsimiles of tags containing the names respectively of the following hotels: Inglaterra, Havana; Gezireh, Cairo; Roma, Rome; Nipon Saki, Tokio; Cecil, London; Orient, Basle; Americano, Manila; Kaiperhof, Berlin; Young's Hotel, Boston; Auditorium, Chicago; and Sherry's and the Waldorf Astoria, New York.

Dress Suit Havanas retail at 10 for 15 cents, and like all of Carl Upmann's brands command an instant following wherever placed on sale.

Frank Lange's Birthday Present.

Frank Lange, of the well-known Sumatra importing firm of L Schmid & Co., of New York city, whose chapter of the Comic History of Tobacco entitled "A National Heirloom and a Pinch of Snuff" was so greatly enjoyed by readers of The Tobacco World, celebrated one of his birthdays on September 11. Mrs. Lange's birthday present to her husband appeared in the person of a bouncing baby boy, their third son.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in **Leaf Tobaccos**
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

L. G. Haeussermann
Importer, Packer and Dealer in *Leaf Tobacco*
No. 23 North Third Street
Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL.
B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf **TOBACCO**
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf **Tobacco**
120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box. 15 North Tenth St.
PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Pent's TAHOMA
5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

"Americanos" Cigars ..High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY
George W. Lehr, Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

Quick Sales of Leaf in Havana.

The movement in the Havana market for the week ending September 6 was again very active, and fully 6 000 bales changed hands, the majority having been acquired by buyers from the United States now in Cuba, while only a very small number of bales were purchased by the Havana cigar manufacturers. Of Vuelta Abajo 2,800 bales of factory vegas and fillers were taken; of Partido 1,000 bales; of Semi Vuelta 500 bales, and of Remedios 1 700 bales. The receipts from the country during the same period were a trifle over 15,000 bales, and unless there should be an increase again, perhaps the high water mark of close on to 20,000 bales in one week might not be reached again this year. Prices are very firm on all so called factory vegas and clean fillers from the Vuelta Abajo, while only Remedios tobacco does not yet participate in an advancing tendency. Comparing the figures of the latter with those for Vuelta Abajo fillers, it appears strange that buyers from the north should not have paid more attention to this article. Some 300 bales of new Remedios were sold, mostly the lower grades, 2nd capaduras and botes, and prices for same were low enough, but as the 1902 crop will need more curing in the bales every purchaser must bear in mind the shrinkage in weight and the incidental expenses for carrying this tobacco for at least one year longer before the manufacturers can use it.

Up to now the seedbeds have progressed fairly well, and if no heavy rain storms should destroy them, the chances are that a big crop may be planted in the Vuelta Abajo and Partido districts, while it is very doubtful whether there may not be a very large falling off in the crop of Remedios to be planted this year, owing to the neglect this article has met with in the north. Experiments of growing under tents may be made upon a slightly larger scale this year; still, as the majority of farmers are too poor to go to the expense of fitting up their farms with poles and cheese cloth appliances, the culture of shade grown tobacco will remain in the experimental stage for the coming crop Besides, there are still some differences of opinion as to how the tobacco would grow if the season should be blessed with more rainfall than ordinarily is the case. Owing to the deficiency of wrapper leaf for the past four years, some of the large and rich planters are trying to avail themselves of science and experiences gathered in other countries, in order to apply the former in this island in the raising of future crops, and thus profit by the latter to some extent Should success crown their efforts, then a new era might set in to revolutionize old methods. Pinar del Rio advices say that nearly 2,500 bales of vegas and escojidas of the latter city, as well as of San Juan y Martinez and Marcos Vasquez. were sold very recently. Amongst the buyers were Heres, Saiz & Co., of Havana, who purchased 700 bales in Ovas, Marcos Vasquez, Cuchillas de Pilotos, Guabina, Taironas, San Juan y Martinez and Barbacoas. Rabell, Costa & Co. also purchased in Pinar del Rio a lot of 300 bales from the escojida of Don J Muniz. Seedbeds are progressing finely in some parts, while in others they are still very backward.

Arrivals in Havana.

O. Reinach, of the Jose Fernandez Co., A. Bijur, of I. Bijur & Son, O. Greenhall, Laureano Sanchez, of L. Sanchez & Co., S. Ruppin and David Delmonte, all of New York; B. Perlman, of Baltimore, and Don Leslie Pantin and Edmundo Will who returned to their Havana homes.

Departures.

O. Reinach, E A. Kline, S. Ruppin. Laureano Sanchez and Mr. Ware, manager of the Havana Commercial Co., sailed by the steamer Mexico, bound for New York.

Havana Cigar Factories.

There are numerous orders pending for the coming holiday trade in Europe and the United States, and amongst them the Sol factory has a quantity of fancy boxes of great artistic value, made and inlaid with the different Cuban woods to the extent of from six to twelve varieties, in all colors, from light yellow to deep crimson, and which cost alone $5 30 each (per box containing 25 cigars), while of course the cigars are made of the cream of last year's crop of Vuelta Abajo (this year's being not quite ready yet), and cost up to $500 per 1,000. Under these circumstances, it is no wonder that such cigars cannot be retailed for less than $25 per box of 25 cigars in New York, as Uncle Sam exacts a big slice for duty. England and Germany are also buyers of very high-priced cigars, costing up to $1,500 per 1,000, or $1.50 each. The royalties of Europe are, however, not the ones who smoke the most expensive cigars, private millionaires being the most frequent

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & CO.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110
NEW YORK OFFICE: 168 Water St HAVANA.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

Romeo y Julieta

World Famous for Excellence

Manufactured by

Rabell, Costa & Co.

Animas 129 and 131

Havana, Cuba

M. E. FLAHERTY,

Sole Representative for the United States and Canada.

171 Pearl Street, NEW YORK.

purchasers. H. Upmann & Co. claim they were never busier than now, and so does the H. de Cabanas y Carvajal factory. The former has just purchased 250 bales, and the latter 500 bales, of Vuelta Abajo in the country. The High Life factory does not make much noise, but its cigars are selling steadily.

Northern Cigar Manufacturers and Dealers.

E. A. Kline secured 1,200 bales of Vuelta Abajo and Partido, the Jose Fernandez Co. did their share, as well as Don Laureano Sanchez, and S. Ruppin laid in a fresh stock of 1,000 bales amongst which was a part of Don Adolfo Moeller's fine Tumbadero packing. Sam I. Davis added about 500 bales to his previous purchases, and paid high prices for some of the finest Vuelta Abajo vegas grown this year. A. Bijur, of I. Bijur & Son, of New York, has gone to the Vuelta Abajo, with Don Leslie Pantin, to inspect and register his escojidas in that district.

Commission Merchants and Leaf Dealers.

Silveira & Co. purchased 200 bales this past week for one of their customers.

Leonard Friedman & Co.—Lewis Cantor is registering his escojidas in the Partido and Vuelta Abajo districts. They sold 250 bales of Remedios and 50 bales of Vuelta Abajo.

Rothschild & Bro. have taken the large and commodious warehouse and office at 144 Industria street, where they will be pleased to see their friends.

Sutter Bros. had some tempting offers for their own packings from Havana manufacturers, but they declined them with thanks, as they intend to reserve them for their northern friends.

Leslie Pantin states that he has seen as fine tobacco of Vuelta Abajo as was ever grown upon the island in former years.

Cano y Hno. sold some 150 bales of their Vuelta Abajo, and also 32 top bales of their Tumbadero packings, to a Havana cigar factory for $20,000, or say $625 per bale average.

Jorge, P. Castaneda & Co. disposed of 400 bales of Tumbadero to northern cigar manufacturers.

Sanchez & Cueto and Jose Menendez report no sales during the last eight days, but both are kept busy showing tobacco, and trades are pending.

Aixala & Co. don't seem to get left, as they report 250 bales of Vuelta Abajo and Partido to northern manufacturers.

Rabell, Costa & Co. announce 800 bales of Vuelta Abajo as sold.

Sobrinos de Antero Gonzalez closed out 700 bales of Vuelta Abajo and Partido factory vegas to several northern buyers.

Bruno Diaz & Co. are also steady sellers each week, although this time they did not turn over more than 200 bales of Vuelta Abajo.

Garcia & Co. report 250 bales of Vuelta Abajo sold to a northern cigar manufacturer.

Walter Himmi, ever active, managed to dispose of 100 bales of Remedios.

M. Menendez Parra continues to purchase quietly for the Spanish contract, and doubtless when the next Spanish steamer leaves he will have a good sized shipment again.

Remigio Lopez & Co. report no sales, but they will be heard of again in the coming week, as they have been in treaty with several parties.

I. Bernheim & Son purchased over 1,000 bales of old Remedios, and they are packing extensively of the 1902 crop in the country.

Arrivals of Tobacco in Havana.

	Week ending Sept. 6. bales	Since Jan. 1 bales
Vuelta Abajo	8,897	107,497
Semi Vuelta	598	5,838
Partidos	2,711	37,812
Santa Clara and Remedios	2,827	77,933
Total	15,033	229,080

Trade-Mark Register.

U. S. Cable. 13,791
For cigars and tobacco. Registered September 8, 1902, at 5 p m, by S. L. Roodwitsky, Philadelphia, Pa.

Uncle Sam's Pet. 13,792.
For cigars and tobacco. Registered September 8, 1902, at 5 p m, by S. L. Roodwitsky, Philadelphia, Pa.

Star of Philadelphia. 13,793.
For cigars. Registered September 10, at 3 p m, by F. A. Meurer, Philadelphia, Pa.

Musah. 13,794.
For cigarettes. Registered September 10, 1902, at 9 a m, by H. S. Souder, Souderton, Pa.

Our Laddie. 13,795
For cigars. Registered September 10, 1902, at 9 a m, by W. S. Ohmit, Washington Borough, Pa.

The Stratford Bellevue. 13,796.
For cigars. Registered September 10, 1902, at 2 p m, by Bayuk Bros., Philadelphia, Pa.

Old Kentucky. 13,797.
For cheroots. Registered September 11, 1902, at 9 a. m, by M. Weisberg, Johnstown, Pa.

The United Cigar 13,798.
For cigars. Registered September 11, 1902, at 2 p m, by H. J. Fleischhauer, Philadelphia, Pa.

Allen's Blue Wreath. 13,799.
For cigars. Registered September 13, 1902, at 9 a m, by Joseph A. Ludwig Chicago, Ill.

REJECTIONS.

Our Governor, High Ball, Penn Mar.

TRANSFER.

The title Union Ribbon, registered July 10, 1902, by H. J. Fleischhauer, Philadelphia, Pa., was transferred to Rubenstein & Fisher, Philadelphia, Pa., September 10, 1902.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Choice of a Career.

Philadelphia, Sept. 14, 1902.

DEAR MEDICINE MAN:

Like several others who have previously addressed you on subjects that are of interest to themselves, I come of a tobacco trading family. Last June I graduated from High School and during the past summer I have been waiting on customers behind the counter in my father's cigar store. If I stay here I have no doubt I shall in time succeed to the business. But life behind a counter does not suit me It is too monotonous, for one thing. and then, for another, I am always remembering that I am an American and that my duty to myself and to my family demands that I shall grow rich, which I fear I can never do behind the counter of a cigar store.

At present three roads are open to me and I am called on to step out into one of them—I can stay where I am, I can become a traveling cigar salesman or I can go into the factory of the man who for years has been supplying my father's store with cigars, as a workman at the bench with the promise of promotion. Which position would you advise me to take? MONROE L.

Answer.

Take the place at the bench, by all means. Your letter shows me that you are a credit to your father and to the school from which you come. It is such lads as you that make the right kind of men. Cigar store clerks and traveling cigar salesmen there will always be plenty of, but the world is increasingly in need of capable men in the workrooms of cigar factories. The work room is the only place in which to learn those details a knowledge of which is a sure foundation for a successful future. The man who can manage a cigar factory properly, who can see that the right sort of tobacco goes to the cigarmakers, who can hold the good will of the workpeople, who can make sure that the owners of the factory are getting the proper quantity and the proper kind of cigars out of the raw material, is an invaluable employe. The proper performance of his duties constantly calls for the exercise of abilities that are as admirable as they are rare.

Most young American men, and this is most especially true of the very bright ones, make the sad mistake of trying to fly before they have learned to creep, and the sons and nephews of well to do tobacco people I regretfully place in this category. In the past twenty years I have known several fond papas who have taken their sons into partnership immediately upon the graduation from school of the latter. The experiment was a success in but one single instance. In every other case both the senior and the junior member of the firm went broke. This would not have happened, at least it wouldn't have happened so frequently, if young hopeful had been put to work at the bench in his father's factory and had made his way upward from that lowly but very sensible beginning.

The world wants plodders, not geniuses. The great Professor Dewar at the annual meeting of the British Association for the Advancement of Science, at Belfast, Ireland, on September 10, said something on this subject that is very much to the point, and I trust all my youthful readers will take it to heart.

He pointed out the German chemical industries that are worth £50,000,000 annually. These, he said, had sprung up within seventy years and had received enormous expansion in the last thirty years. They were largely founded on basic discoveries made by English chemists, which were never properly appreciated or scientifically developed in England. The root of the mischief was the want of education among the so-called educated classes, and secondarily among the workmen. He said:

"It is in an abundance of men of ordinary plodding ability, thoroughly trained and methodically directed, that Germany at present has so commanding an advantage. It is the failure of our schools to turn out, and of our manufacturers to demand, men of this kind, which explains our loss of some valuable industries and our precarious hold on others. Let no one imagine for a moment that this deficiency can be remedied by any amount of that technical training which is now a fashionable nostrum. It is an excellent thing, but it must rest upon a foundation of general training. Mental habits are formed for good or evil long before men go to technical schools. We have to begin at the beginning.

"The really appalling thing is not that the Germans have seized this or that industry, or even that they may have seized a dozen industries. It is that the German population has reached a point in general training and specialized equipment which will take us two generations of hard and intelligently directed educational work to attain; it is that Germany possesses a national weapon of precision, which must give her an enormous advantage in every contest depending upon disciplined and methodized intellect."

***

That $142,500 Prize Offer.

In answer to a very great number of inquiries, I would say that the conditions of the $142,500 prize offer of the Florodora Tag Company are plainly set forth in the advertisement now appearing in The Tobacco World. It is well to emphasize the fact that every one hundred bands entitle the sender to four guesses, that the sender does not lose the value of his bands, a receipt for which will be just as good as the bands themselves for securing presents, and finaliy that all estimates must be forwarded, before December 1, to the Florodora Tag Company, Jersey City, N. J.

***

The Tribune Primer on Tobacco.

TOPEKA, KAN., Sept. 9, 1902

DEAR MEDICINE MAN:

Can you conveniently reprint the humorous skit on tobacco written by Eugene Field for his famous Tribune Primer? CHARLES FRAIN.

Answer.

Following is the skit for which my correspondent asks:

The Nasty Tobacco.

What is that Nasty looking object? It is a Chew of Tobacco. Oh, how naughty it is to use the Filthy weed. It makes the teeth black, and spots the Parlor Carpet. Go, Quick, and throw the Horrid Stuff Away. Put it in the Ice Cream Freezer or in the Coffee Pot where Nobody can see it. Little Girls, you should never Chew Tobacco.

THE MEDICINE MAN.

The Buchanan & Gordon Co. Insolvent.

A meeting of the creditors of the Buchanan & Gordon Co., manufacturers of clear Havana cigars in New York city, was held at the offices of Wise & Lichtenstein on September 9. The corporation owes altogether $18,000 for leaf tobacco, not all of which has been delivered. It also owes heavy advertising bills to two New York city tobacco trade papers.

The Inscription of Sept. 12.

At the inscription in Amsterdam on Sept. 12, a total of 18,738 bales of Sumatra was put up but there was in this mass of tobacco so little that was suitable for the United States that the Americans took altogether only a little over 540 bales. The reported purchases are:

Leopold Loeb & Co., 120 bales.
Benj. Labe & Son, 110 bales.
A. Cohn & Co, 100 bales of Deli My. E.
H. Duys & Co., 37 bales Deli My. H, and 70 bales of other marks.
F. & E Cranz, 50 bales.
S Rossin & Sons, 30 bales.
Sutter Bros., 25 bales.

Following is the list of tobaccos offered:

By the Deli Maatschappij.
9,872 Bales.

503 Deli Maatschij
704 " " / E
580 " " / H
624 " " / A B
441 " " / K B / Lankat
531 " " / P G
535 " " / Q M
535 " " / T S
249 S K M
867 Senembah Maatschij / K
539 Medan Tab. Mij / T R / Deli
514 " " " / S / Langkat
403 S & R / B / Deli
687 T T R / Langkat
528 B M / "
419 S S T Cy / B
377 W & v S / Deli Langkat / B
330 G E / Langkat
268 J L / B / Deli
238 S P C / P

By the Nederlandsche Handel Maatschappij 2,413 Bales

1,003 N A T M / F
599 " / S K
161 Langkat Tab. Mij / G L
341 " " " / V D P
309 " " " / B T

By Bunge & Co. 1,925 Bales.

827 L P C / Padang Brahrang
572 Sum. Cultuur Mij
405 K F H
121 B T / Langkat

By the Tabak "Maatschappij Kwala Pessilam."

683 Bales K w P / Langkat

By the Algemeene Consignatie-B'k.

671 Bales Franco Deli / C

By the Serdang Tabak Maatschappij

649 Bales S M / Sumatra / A

By the Deli Langkat Tabak Maatschappij.

624 Bales Deli Langkat Tab. Mij / St Cyr / Deli

By the Amsterdam Deli Compagnie

455 bales P T M / Deli

By the Deli Batavia Maatschappij.
411 Bales.

204 Deli Ba Mij / Tandem
133 " " " / T L
74 " " " / T H

By the Deli Plantage Maatschappij.

388 Bales Deli Plant. Mij / A

By the Amst. Sum. Cultuur Maatschappij. 345 Bales.

93 A S C M / A
252 " / C

By Van Heekeren & Co. 259 Bales.

154 A P M / Sumatra
105 B S / Deli

By H. G. Th. Crone.

43 Bales Lamp. Cult. Mij / Soengei Langkat / Sumatra

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of *Sumatra Tobacco,* New York 144 Maiden Lane. Amsterdam. Frascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Angeles 10, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

Star of Bethlehem

Latest Novelty of W. M. Applegate.

A NEW FIVE-CENT CIGAR.

W. M. Applegate, an extensive cigar and tobacco jobber of Bethlehem, Pa., a few weeks ago lauuched his latest novelty in the line of 5-cent goods distributed by him.

It is the "Star of Bethlehem" with which in a few short weeks he has gained a signal success, and the goods have been already placed on sale at hundreds of retail establishments within a radius of twenty miles from Mr. Applegate's home city.

The idea of this distinctive piece of goods was original with Mr. Applegate, who has given its exploitation his personal attention.

FAC SIMILE OF THE STAR OF BETHLEHEM PACKAGE.

with the above mentioned notable success.

The product is of a high grade nickel variety, containing a good Havana filler, and Sumatra wrapper, and is made exclusively for Mr Applegate, under a special agreement with E. F Law, a well known manufacturer of Lancaster, Pa., with whom orders for the Star of Bethlehem aggregating a million have already been placed, and upon which brand a good force of thoroughly experienced cigarmakers are being constantly employed. They are made up in several sizes, and all attractively packed, every cigar having a golden star securely fastened to it, as a symbol of its basic idea.

The label used is not more than ordinarily expensive, yet the package has been made exceptionally attractive by reason of the general symmetry of the trimmings, which consist of a specially lithographed label, extension label, end label, flap and nail tag, together with an edging of neat design.

Notwithstanding the numerous brands of similar priced goods which are being handled, the "Star of Bethlehem" is to be made one of the strongest leaders of the house, every indication at present pointing to its success.

Latest News from York, Pa.

The prophesied boom to that part of the cigar trade interesting to York countains has at last occurred, suddenly and almost unexpectedly. From every source information indicating good steady orders and surprisingly large shipments is elicited, and there is every reason to believe that, for the next several months, at least, the medium priced goods will move rapidly.

Amos Druck, who conducts a factory on the Plank Road, has been receiving orders to such a great extent as to compel him to open another factory. The opportunity presented itself in the factory formerly used by J. G. Martin, in which Mr. Druck has installed the necessary materials and with a force of workmen will manufacture the goods as rapidy as possible. Some of his principal brands are Nation's Pride, City Sport, Cuban Jewels, and Trolley Line. Mr. Druck conducts a leaf business also, and claims the trade in this line has been remarkably good.

Another firm of manufacturers who claim their recent orders will keep them busy for a month, is A. Kohler & Co., of Dallastown.

J. W. Minnich, the deputy rev-

Connecticut stands alone

Cutter Bros
INCORPORATED
THE LARGEST PACKERS AND HANDLERS OF CONNECTICUT TOBACCO IN THE WORLD.
NEW YORK, CHICAGO, ST LOUIS, HAVANA.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. M. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers
of
Sumatra Tobacco
Cable Address
"HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

enue collector here, is interested financially in a project to develop lately discovered slate deposits near Yorkana, this county.

Charles A. Rost, of Red Lion, cigar manufacturer, has registered for the sale of leaf, which he will conduct in conjunction with the cigar manufacturing business.

W. H. Raab & Sons, of Dallastown, reports meeting with unusual success with his leading brands, 463, Paradise, and Co Co Mo.

The majority of the packers here have finished. This is not true of all however, for R. D. Zech has, no later than the present week, received a large amount of tobacco from farmers to be packed for S. L. Johns.

R. R. Uhler, salesman for Sutter Bros., has demonstrated that the leaf business is exceedingly good, by the depleted contents of several well filled trunks, a few days after his arrival here.

A newcomer to the trade here this week was George W. Kreider, traveling for J. Vetterlein & Co., Philadelphia.

Trade in Reading.

Frank A. Weber, of Jersey City, filed his bond with Collector Cranston for a large new union factory, which was opened here last Monday, at 142 Cedar street. This is the largest factory opened here recently, as it starts with 60 hands. Mr. Weber runs a large cigar distributing agency in New York city, and proposes making Union label goods here exclusively. The number of union label factories in this district is increasing weekly. Frank J. Hunt will have charge of the new factory, and he has had many years' experience in the cigar trade

Bondy & Lederer, cigar manufacturers of Allentown, arranged with Collector Cranston here for the enlargement of their factory from 300 to 500 hands Last month their output reached two million cigars, making it the largest factory in this district.

Allen Baer, of Wyomissing, has purchased four houses, including the large cigar factory of Pierce Steffy, at that place. He will take possession of the factory at once.

Mr. and Mrs. Keyser Fry, left last week on a six weeks' vacation, their objective point being Casper, Wyoming, where Mr. Fry's parents own a large ranch. Mr. Fry is a member of the Penn Cigar Company here, and he will combine his pleasure trip with business in the interest of the firm.

William Connor, cigar manufacturer, and real estate dealer John Lambert, of Philadelphia, were the guests of the latter's brother, Joseph F. Lambert, at Kutztown. They also attended the Democratic notification meeting in this city.

At the meeting of the Cigarmakers' Union, last Thursday, application was received from three large factories for the use of the union label. The matter was referred to the proper committee.

Thomas P. Moore, who conducts the "Smoke House" cigar store, at 501 Penn street, will celebrate the twenty-fifth anniversary of the opening of his store, Saturday, October 25. Mr. Moore is one of Reading's successful business men.

The large cigar factory located at Richland, formerly occupied by D. R. Frank & Co., was destroyd by fire last week. The building was of frame. The nearby dwelling houses were saved by the heroic work of the bucket brigade, as were Kalback's large lumber sheds and stock of lumber. The building was owned by Isaac Kegeries, and had recently been improved and repainted. The origin of the fire is unknown. Over 20,000 cigars and 1,500 pounds of tobacco were consumed by the flames.

Reading's union cigarmakers are in receipt of information that the cigar store trust is dickering for several cigar stores here, with a view of purchasing them and using them for the sale of trust goods. The cigarmakers state that they will declare war on all trust cigar stores, just as they did on the trust cigars when they were brought here some time ago. They have considerable literature attacking trust cigar stores, cigars and tobacco, which will be distributed.

The Central Cigar Manufacturing Co. was organized here and will carry on the manufacturing of cigars in the rear of 419 Penn street. The members of the firm are Wm. G. Kissinger and Lewis R. Farling. The latter will manage the business. A specialty will be made of high grade cigars. Mr. Farling carried on the business for many years alone, and enjoyed a large run on his Athletic, Zu-Zu and Hinkey Dink brands, which will be continued as heretofore. Ten hands are employed on full time by the new firm, and more will be added.

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on
During the Month of December, 1902?
(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3 00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest			$5,000 00 in cash
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00	"
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00	"
To the	10 persons whose estimates are next closest	($500 00 each)	5,000 00	"
To the	20 persons whose estimates are next closest	($250 00 each)	5,000 00	"
To the	25 persons whose estimates are next closest	($100 00 each)	2,500 00	"
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00	"
To the	100 persons whose estimates are next closest	($25 00 each)	2,500 00	"
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00	"
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000 00	"
To the	30,000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75,000.00	"
	35,213 persons		$142,500.00	

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates
(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 00 Tax per thousand, for which Stamps were purchased, appears below.

In December, 1900—467,092,208 Cigars. In December, 1901—479,312,170 Cigars. In January, 1902—496,583,717 Cigars. In February, 1902—445,495,483 Cigars. In March, 1902—516,599,027 Cigars. In April, 1902—516,835,163 Cigars. In May, 1902—523,035,507 Cigars.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.

Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

Y. PENDAS & ALVAREZ

Clear Havana Cigars

"La Mia"
"Webster"
"Farragut"

Office, 209 Pearl St. NEW YORK CITY.

Factory, Tampa, Fla.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street

Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

Thos. L. Williams Co.

OWNERS AND BUILDERS OF

THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

RÜSCHER & CO.

Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co: Corning, N. Y.: W. C. Sleight.

BROTHERHOOD CUT PLUG

Highest Grade

Is now sold by over **600** Retail Dealers. **Strictly Union Made.**

The Hoch Tobacco Co.

Office, 248 N. 8th St., Philadelphia.

The Romeo y Julieta Brand in Philadelphia.

The Romeo y Julieta brand, manufactured in Havana by Rabell, Costa & Co., world renowned for excellence, as the advertisement appearing elsewhere says, and for which Captain M. E Flaherty, of New York, is the sole agent for the United States and Canada, is handled in Philadelphia by the well-known firm of Duncan & Moorhead. It speaks volumes for the connoisseurship of Philadelphia that this highest grade cigar is meeting with steadily growing favor in the City of Brotherly Love.

Sumatra by the Ryndam.

The steamer Ryndam, reaching New York from Rotterdam on September 13, had on board the following consignments of Sumatra tobacco:

	Bales.
United Cigar Manufacturers	114
Rothschild & Bro.	45
A. Cohn & Co.	42
Simon Auerbach & Co.	32
S. Rossin & Sons	28
Jos. Hirsch & Son	2
Order	2
Total	265

Cigars from the Philippines

Subject Only to Customs Dues, Less 25 Per Cent.

Acting on an opinion of the Department of Justice that cigars from the Philippine Islands are not subject to the internal revenue tax of $3 a thousand when imported into the United States, the Treasury Department has so informed collectors of customs and will refund several hundred thousand dollars of taxes already collected.

Cigars imported from foreign countries pay customs duties of $4 50 a pound and 25 per cent. ad valorem, and in addition the usual internal revenue tax of $3 a thousand. Under the above decision the Manila cigar manufacturer will derive an advantage in the markets of the United States over Cuban and other foreign competitors, for he will not only be relieved of paying the internal revenue tax, but will receive the benefit of the 25 per cent. reduction in customs dues accorded by the Philippine tariff act.

Acting Attorney-General Hoyt bases his opinion on the decision of the Supreme Court in the fourteen-diamond rings case, that goods brought from the Philippines were not "imported from a foreign country" within the meaning of the revenue laws, which would exempt cigars coming from the islands from internal revenue tax. He then quotes from section 3448 of the revised statutes the provision that the internal revenue law taxing liquors, tobacco and snuff extends to such articles produced anywhere within the exterior boundaries of the United States, and from the first section of the Philippine act of July 1, 1902, which provides in effect that the laws of the United States shall not apply to the Philippine Islands, and says that he is of the opinion that since said Philippine act went into effect the provisions of said section 3448 have been inoperative in the Philippines.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

IF YOU HAVE ANYTHING to offer that can be used by a cigar manufacturer to any advantage, we wish to correspond with you. We are about to get out a new catalogue, and can dispose of large quantities of such goods if we will advertise them. Let us know what you have to offer. Address CIGAR MAKERS' SUPPLIES, Box 103 care of The Tobacco World, Phila. 8-27

WANTED—Experienced cigar salesman on Seed and Havana, nickel and ice goods, for representative factory. Must be thoroughly acquainted with best retail trade in the Middle and North West. Good pay to the right man. Address with antecedents, J. J. TRACY, 2028 South 13th street, Phila. 9-10 tf

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO., Lancaster, Pa.

FOR SALE—One hot or cold air power filler dryer, two Coughty power bunching machines, two Coughty stripping machines, 5,000 M. D. & P. molds. Will sell cheap to quick buyer, as we need the room. A. THALHEIMER & SON, Reading, Pa. 9-10-tf

WANTED—Good and reliable cigar salesman, to handle line of goods guaranteed as represented, and at from $12 to $20, in Western States, New York, and the New England States. Address X. Y. Z., Box 98, care of The Tobacco World. 9-10-tf

EXPERIENCED LEAF SALESman wanted for Pennsylvania trade, by house making a specialty of Sumatra and Havana Tobacco. Good reference required. Address IMPORTERS, Box 99, care of The Tobacco World. 9-10-tf

FOR SALE—Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

SALESMAN WANTED FOR New Jersey, by established Pennsylvania factory, running on fine goods. Commission only. Address K, Box 100, care of The Tobacco World. 9-10-4t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8 6-tf

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

CIGAR BOX EDGINGS

We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.

T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.

Embossed Flaps, Labels, Notices, etc.

Ysidro Pendas Dead.

The Successful Cigar Manufacturer Succumbs to Pneumonia September 12.

YSIDRO PENDAS, DECEASED.

The return from Europe, in excellent health, on August 30, of Ysidro Pendas, senior member of the great clear Havana cigar manufacturing firm of Y. Pendas & Alvarez, of New York and Tampa, was recorded in The Tobacco World only last week. Mr. Pendas died at his home 22 Brevoort Place, Brooklyn, N. Y., of pneumonia, at 5 o'clock on the morning of September 12. Thus suddenly did death creep upon this estimable citizen almost on the hour of his reunion with his family.

Within a week of his return Mr. Pendas went to the country with his family for a brief outing before undertaking the arduous duties that awaited him at his office. He contracted a cold which developed into pneumonia, subsequently to his return to his home in Brooklyn. Death ensued as above mentioned despite the loving and unceasing care given to the sufferer by his physicians and his family.

The deceased gentleman was born in the little town of Priero, in the province of Asturias, Spain, in May 1844. In early boyhood he went to Havana where, in the Sultana factory, he learned cigar making at the bench. Having mastered all the details of the craft and being convinced that a brighter future awaited him in the United States than he could hope to realize in Cuba, Mr. Pendas then in his twentieth year, came to New York. This was in January, 1864. He work at his trade in New York for three years, and then, in 1867, with his chum and fellow Astrian, Miguel Alvarez he embarked in business on his own account. The association thus formed with Mr. Alvarez continued unbroken till the time of the death of Mr. Pendas. The firm has been one of the most successful in the history of the cigar manufacturing industry of the United States. Taking for its motto the word "Quality" the firm has consistently and invariably utilized in its brands not only the very best Vuelta Abajo tobacco obtainable and the most expert cigarmakers to be found, but the seniors have taken care to train their respective sons in the art of salesmanship. The partnership agreement between the members of the firm has never been anything but oval, and they ever treated one another with the same scrupulous honor which they showed in all their dealings with whomsoever else. At the time of his death Mr. Pendas was reputed a millioniare.

The fact that the firm of Y. Pendas

·SANCHEZ & HAYA

Manufacturers of

The Best Havana Cigars

OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers

BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.

1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I. M. JACOBY.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

B. F. GOOD & CO.

PACKERS AND DEALERS IN Leaf Tobaccos

145 North Market Street

LANCASTER, PA.

Pouch Cigars,

"Three Hits"

To Jobbers Only. *Three for Five Cents.*

PHARES W. FRY,

Lancaster, Pa.

Special Designs — Engraving Embossing

H. S. Souder,

CIGAR LABELS,

PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*

Souderton, Pa.

Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

& Alvarez maintained the extraordinarily high standard of its cigars throughout the entire period of the American-Spanish war will always be remembered. Even during the embargo placed upon the exportation of Vuelta Abajo leaf by Captain-General Weyler. Y. Pendas & Alvarez kept forth with their trade and their cigars were as uniformly made of the best Vueltas grown in the Penar del Rio as in peaceful times and without advance in price.

Ysidro Pendas is survived by his widow and the following named children, Jose M., Maria, Rita, Ysidro, Manuel B., Leonora, Lilia, Juanita and Isabel.

In the Spanish colony of New York the deceased gentleman was universally respected. Upon the organization of the Clear Havana Cigar Manufacturers of the United States, last spring, Mr. Pendas was elected its president, and he held that office at the time of his death.

The funeral services took place at the Roman Catholic church of the Nativity, Classon avenue and Madison street, Brooklyn, on the morning of September 15, and were attended by a large gathering of the surviving friends of the deceased gentleman. The remains were temporarily placed in a vault in Greenwood cemetery.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter _____
Contributed by
Name _____
Street, _____
City _____ State _____

Quillo, 10c; Peekolo, 5c

PATENT APPLIED FOR.
JOS. KRAUS, Manufacturer,
535, 537, 539 E. 75th St., NEW YORK

Fifty Years a Leaf Man.

A. Shack Passes in Review the Men and Events of a Half Century.

MR. A. SHACK

Mr. A. Shack, of the Venezuela Building, 135 Front street, New York, celebrated hisseventy-seventh birthday on September 9.

Mr. Shack has been identified with the cigar leaf interests of the United States and Canada since 1852 For a year before that he had been an importer of German cigars These German cigars were made of tobacco grown in the Palatinate He recalls that they had a sweet. mild flavor The cheaper grades of them sold in the New York market at from $5 to $6 per 1 000, and were retailed at 3 for one "York shilling."

"The firm of Young & Berman," said Mr. Shack to a Tobacco World reporter, "were just ahead of me in the importing of German cigars. I made the acquaintance of these German cigars at the Crystal Palace Exposition in London in June and July, 1851. I saw there also some cigars made at Hamburg, in the Cuban style, and upon my return to New York ordered a shipment of several hundred thousand of them from Hamburg. It chanced that they arrived from Germany in what turned out to be the very nick of time, for there was loading in the East River a vessel about to sail for California, just then hungering for cigars. I sent my Hamburg cigars to the auction room of Gerard & Betts. They were sold the following day and brought me a net profit of a little over $6,000 With my next consignment of cigars from Hamburg, a few weeks later, and also sold for me by Gerard & Betts, I did not do at all well for there was no ship sailing for California and I realized on the sale only a trifle above cost.

"From 1852 to 1853 I was an importer of Cuban cigars, and the popular shape in those days was the old Principe, made of Yara tobacco. In 1854 I went to Canada, remaining there until 1869. In Canada I was a manufacturer of plug tobacco and a dealer in cigar leaf, and throughout my entire sojourn in the Dominion I kept in touch with my old friends in New York, so that when I returned to New York in 1869 I was able at once to establish myself prosperously in the leaf brokerage business.

"Fifty years ago the business of packing and importing cigar leaf tobacco was in an inchoate state in New York The principal house here at that time was the firm of Ritter, Palmer & Crawford, one of whose outgrowths, Hinsdale Smith & Co , is a big house to this day. It was about 1852 that the firm of Shubart & Hoffman, whose cigar factory at Attorney and Division streets was very prosperous, established themselves as leaf merchants down town. The firm of E. Hoffman & Son is a very prominent one now, and Mr. Aaron Shubart has all his life been a member of the leaf trade. Another leaf firm well known fifty years ago was Arkenburgh, Collins & O'Neill. Mr. Roeder, who was the first of the cigar leaf tobacco brokers, in 1852 also conducted a retail cigar store in Chatham st., and he had working for him behind the counter a young German who afterward became one of the largest and wealthiest men in

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of AND *Seed Leaf Tobacco*

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED

le Droit Building, WASHINGTON, D. C.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880.
L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

Notice to the Trade.
ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF
Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.
READING, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

STILL ANOTHER IMPROVEMENT!!!
PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250.**

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.

Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WISCONSIN, U. S. A.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.

Samples furnished on application≈

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED≈

the leaf trade. This was the late Charles F. Tag. Wm. H. Price and his partner, Mr. Bock, are also to be remembered as among the pioneer leaf merchants of New York.

"Others immediately following them were Bunzl & Dormitzer, who had previously had a cigar factory in Catherine street, M. H. Levine, M. S. Cohn, both of them cigar manufacturers also, the first Vetterlein, Mr. Loomis and others. Among the earliest importers of Havana tobacco were Knight Bros., Agnew & Son and the Fattmanus, the last named of whom are honorably remembered for their endowment of Mt. Sinai Hospital in New York. Shortly afterward Felix Miranda, Antonio Gonzalez, Felix Garcia, and Weil & Co opened offices in New York. Important contemporary leaf dealers were, among others, A. S. Rosenbaum, the Benrimos, Havemeyers & Vigelius, Schroeder & Bon, Palmer & Scoville, Alva Oatman, I. B. Cohn, E. Spingarn & Co., Jos. Mayer's Sons, and E Rosenwald & Bro, several of whom are still very great factors in the trade

"At first almost the only leaf dealt in by New York merchants was that which was grown in Connecticut, and in the early times of which I am speaking this leaf was identified to purchasers by the brand or the name of the man who had packed it. Some well known brands that I recall were the 'O W,' 'Pease,' 'Chapman' and 'Filley.' Afterward, when a knowledge of the cigar leaf grown in Pennsylvania, Ohio, Wisconsin and New York State became general and the use of these types of leaf widespread among cigar manufactures, the New York leaf market became one of the busiest marts of trade in the world. Leaf changed hands by the thousand case lot, and large fortunes were made or lost upon every crop With the advent of Sumatra and the consequent gradual disuse for wrappers of the domestic types which had theretofore served that purpose, methods of doing business in the New York leaf market changed, but I notice very few changes in the names of firms and individuals whom I have known since 1869. It is a solid market, and I am thankful that the majority of my days have been spent in it. Before I close do not let me fail to say that contemporaneous with almost the earliest New York leaf merchants were such well known Philadelphia houses as L. Bamberger & Co., Dohan & Taitt, and Teller Bros

"My son Julius has been connected with the leaf trade since 1872. Beginning with G Falk & Bro., whom he left in 1876, he went to Levy Bros. the cigar manufacturers whose brands he introduced to the whole sale grocery trade. He is, to-day I believe, the oldest leaf salesman visiting the Canadian trade."

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

FOR SALE
FINE CUT and SMOKING **Tobacco Plant**
WE WILL SELL
On October 1, 1902,
Our Fine Cut and Smoking Tobacco Plant, comprising the following items: **Machinery; Goods and Chattels; Office Furniture, and Trade Marks, etc.**

Item No. 1—**MACHINERY**—Consisting of one Bolter, with removable wire sieves; two No. 3 Pease Cutters, one of which is equipped for cutting "Scrap" tobacco, one No. 2 Pease Cutter; one Cotterill Dryer, one Watt Dryer one Adt Granulator, etc., etc.

Item No. 2—**GOODS and CHATTELS**—Consisting of Grind-stone, Casing Tanks, Copper Kettles, Wringer, Paper Cutter, Trucks, Scales, Tools, etc., etc.

Item No. 3—**OFFICE FURNITURE**—Consisting of Safe, Bookkeepers' Desks, Typewriter, Office Desks, Letter Press, etc., etc.

Item No. 4—Use of Firm Name, Formulas, Trade Marks, Advertising Matter, Labels, Cartons, etc., etc.

For particulars, address
COTTERILL, FENNER & CO.
Dayton, Ohio.

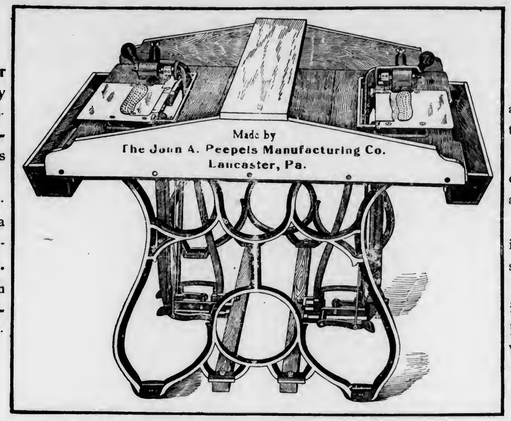
CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Best Workmanship The Lowest Price
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

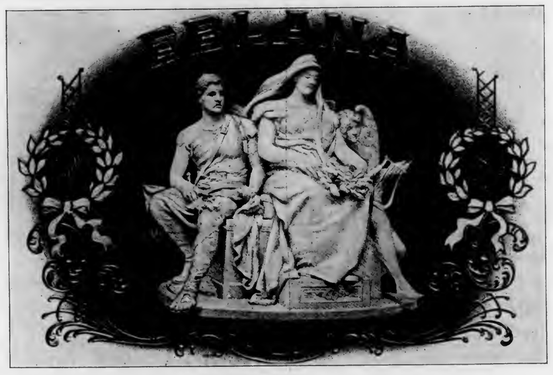
The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

Capacity, One Million per Month.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made **5c.** Cigars in the Market

Union Made
All Sizes



Union Made
All Sizes

M. Steppacher, Reading, Pa.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

What Local Tobacco Men are Doing.

The trade has been going along in its usual course during the past week, no incident occurring to cause any more than the usual interest, and the United Cigar Stores Co. are making every preparation to get their store at Thirteenth and Market streets ready to open for business within a few days. It is now said that 923 Chestnut street, and 9 South Thirteenth street, have been secured by them. Local manufacturers deny the report that they could have secured sufficient of local made goods to enable them to cut prices. All of the older and better established brands are enjoying a good trade in this city, and the manufacturers have reason to feel justly proud of the trade which they have built up on their respective products, and they certainly cannot be prone to aid in the demoralization of trade such as cut prices upon their goods are calculated to bring about. They adhere to the principle of demanding fair and equitable retail prices at which their goods shall be sold and propose to make every effort to maintain that position. Dealers in high grade products in particular, who are at present running successful stores in the business centers of the city, claim to be very little exercised over the advent of the new company's stores.

E. G Dunlap, general traveling representative with Arguelles, Lopez & Co., was stricken with typhoid fever last week while at Cleveland, O. He was removed to the St. Vincent hospital, of that city, where he is said to be improving, but will not be able to leave that institution for some weeks at the earliest.

The report that Gimbel Bros. contemplate opening a cigar department in connection with a grocery department in their new store at Eighth and Market streets was denied when a member of the firm was interviewed this week by a World reporter. It was stated that such a course had not even been considered.

P. F. Pipitone, representing A. Santaella & Co., of Tampa and Chicago, was a recent visitor in this city, and reports a very satisfactory business with their line of clear Havana goods.

W. Y. Connor has also been here lately in the interest of John W. Merriam & Co.

Dempsey & Koch have now placed a new brand under the title of La Pinola, in five cent goods, upon the market. The first shipment was made on Monday last.

J. L. Dimmig, of J. L. Dimmig & Bro., East Greenville, and F. H. Beltz, Schwenksville, Pa., both manufacturing establishments, were looking over the leaf market here this week. Mr. Dimmig was also looking after some of his local trade, and in the exploitation of their five cent brand known as the Star and Crescent, which is made up in four sizes. They are also locally represented by N. T. Wartman, whose office is at 414 Heed Building.

J. S. Geller, Sons & Co., Inc., are making preparations to remove to their new premises which have been secured at 530 Market street. The firm already has a branch store at Washington, D. C., and within a few days they will open another at Second and Market streets, Wilmington, Del. Their jobbing trade in this city, they report, is increasing rapidly and that increased facilities were their only alternative for the convenient handling of their growing trade.

The Liberman Machine Co. have now added much needed additional space to their manufacturing department, and have taken in with their premises at 223 and 225 South Fifth street, those at 227. The additional room which they have acquired is being fitted up with as much haste as possible to enable them to turn out their various cigar-making machinery at a more lively rate.

It is reported that three brands of tobacco manufactured by the Imperial Tobacco Co. (of Great Britain and Ireland) Ltd., have been placed on sale in Richmond, Va. Isn't that bringing coals to Newcastle?

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES
The BEST and Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢
Manufactured by
E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Mere Mention of these names should be enough to interest you in an article where

QUALITY COUNTS at Right Prices:

CHIEF RABBAN
WYOMING ELK
FLOR DE REHAN **10c.**

LADY MAR
EL ORTHO
NICKNAME **5c.**

Penn Cigar Company,
723 Chestnut St. *Reading, Pa.*

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Van Arnold's No. 5 Tobacco Cipher. Hopkinsville, Ky.

Doings in the Leaf Trade.

The engagement of Adolf Loeb, of K. Straus & Co., to Miss Hortense Huntsberry has just been announced. Miss Huntsberry is a niece of Mr. Oppenheimer, of the Sulzberger-Oppenheimer Co. of this city. A reception will be held on Sunday evening next from 8 to 10 300'clock.

J. Tom Stavely, of the John B Heil Co., returned to this city on Friday evening last after a four weeks' trip through the South.

A letter was received at the office of L. G. Haeussermann on Monday last from Mr. Haeussermann, who is at present in Bremen, Germany. He is enjoying the best of health.

Benj Labe & Sons purchased at the inscription on Friday last 125 bales of Sumatra tobacco. Leopold Loeb & Co. also secured at that inscription 103 bales. Among the marks are S. & R. Maatschappij and Deli Maatsch /.

Oscar Boehm, of Bremer Bros. & Boehm, closed a sale during the forepart of the week of 204 cases of '99 Wisconsin.

Fred Hipple, of Hipple Bros., is now finishing his second successive week in the trade through Pennsylvania.

A good sized shipment of Havana seed of the 1900 crop was received this week by George Burghard.

Lew Mueller, with Dohan & Taitt, returned last week from his vacation, which was spent at Yellowstone National Park and Wyoming.

B. Weber, a well-known drummer, has been in this city this week in the interest of Joseph Perlman, Baltimore, Md.

PHILA. LEAF MARKET.

The leaf market of this city has this week shown an improvement over last week; in fact trade has been fairly good particularly in old Pennsylvania and Wisconsin. Connecticut is still attracting attention, and is selling quite freely. Inquiries generally are continuing strong. Offerings of new crops are attracting more attention.

The Sumatra market has also apparently been stimulated, owing to the scarcity of domestic wrapper leaf, and importers are realizing fairly satisfactory prices.

Havana tobaccos have again proven very desirable stock. The volume of business has been only normal, but prices were maintained.

EXPORTS.

Rotterdam, 16 hhds; Liverpool, 23 tons; Antwerp, 84 tons; London, 126 hhds; St. Johns, N. F., 250 hhds; Leith, 175 hhds.

New York Leaf Market.

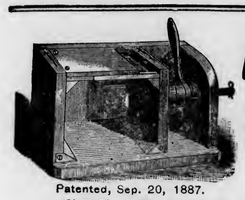
It was a very cheerful week. Business was good and the demand for all types of leaf was brisk. The Sumatra men were particularly pleased because, while there were no very large single sales to be recorded the bulk of the week's transactions in this leaf were larger than they had been for a long time.

Record Price for Cigar Leaf.

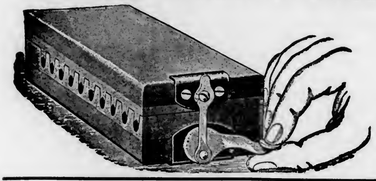
The record price for cigar leaf tobacco was secured on September 13 on the Cincinnati breaks, when a case of Connecticut wrapper was sold at $40 per 100 pounds, at the Cincinnati-Miami Warehouse, to Capt. John Barnes. The tobacco was of unusually fine quality and the bidding was the most spirited seen on the seed leaf breaks there for many years. The previous high price was $32

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of Knock-Down Cigar Boxes
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

NEWS NOTES.

A charter has been granted at Charleston, W. Va., to the Check Cigar Co., of Springfield, O., with an authorized capital of $50,000. The incorporators were, James McCarty, Charles R. Pursell, H. C. Rumyan, P. L. McCarty and J. R. Kelly.

The R. T. Higgins Greenville Tobacco Company, of Hopkinsville, Ky., was incorporated by J. H. Eggleston, H. C. Helsley, and J. M. Higgins. Capital, $25,000. The factory is being removed from Greenville.

The Collins Cigar Company, of Pittsburg, now of the U. S. Cigar Co., is said to be conducting negotiations for the establishment of a Canadian branch at Ottawa, Can.

J. W. Clark, and A. L. Fisher, of Janesville, Wis., have applied for a patent on a machine which Mr. Clark has invented for tying tobacco hands.

The Hazen Cigar Co., at Elkhart, Ind., of which H. H. Hogendoler is the head, has ceased manufacturing cigars and resumed the jobbing trade.

A new cigar factory has been opened at Abilene, Kan., by Samuel Fellows, of Denver, Col. He will operate a union shop.

Denning & Kent have bought Mr. Ramp's interest in Denning, Kent & Ramp, cigars and tobacco, at Roseburg, Ore.

The Wells-Whitehead Tobacco Co. contemplate an early addition to their factory at Wilson, N. C.

The Minty Cigar Company will put up a three story building at Battle Creek, Mich.

J. Harris has started a cigar store at Salt Lake City, Utah.

Rilely & Monford have bought Wainwright Bros.' cigar store at Spokane, Wash.

Geo. W. Luce has purchased the De Kalb Cigar Co. establishment at Waterloo, Ind.

Reese Price has sold his cigar store at Salt Lake City, Utah.

G. G. Gish will start a cigar store at Sand Point, Idaho.

R. Bonofiglio has started a cigar store at Portland, Ore.

Lively Times in Chicago.

Crusade Inaugurated by the Cigarmakers' Association.

Chicago is now the scene of a lively scrimmage for supremacy in the cigar trade, and at a meeting of the Cigarmakers' Association, held on September 12th, in room 512 of the Masonic Temple, a committee was appointed with powers to act, and, although no instructions were given, it is said the work is understood.

The members of the committee are Thad H. Howe, president of the association; W. C. Posey, M. W. Diffley, George Loker, H. C. Perry, M. E. Griefer, Edward Kohlman, S. M. Schermerhorn, C. E. Case, and W. F. Crowley. They will report at the next called meeting.

The acquisition of three more stores by the trust caused much discussion. Frank E. Johnston declared in a short address the management of the United Cigar Stores Company had secured eleven stores in Chicago, all that it desired.

An attempt will likely be made to test the legality of the slot-machine law. The association is determined to bring a test case in the courts and one of its members will be selected to bring the matter to an issue. Attorneys already have been consulted and it is declared that the city's attitude in the mat-

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
ESTABLISHED 1871.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf TOBACCO
We have a few **B and C Fillers** left of the 1900 crop.
EAST PETERSBURG, PA.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

ter can be proven untenable. The members of the association declare that large combined interests are to blame for the agitation against the machines.

Back of the nominal battle of the American Cigar Company, the United Cigar Stores Company and the United Cigar Manufacturers is the contest of Ruhstrat & Curlett, Best & Company and Clayton & Hamburger, to control the local field. Cigar stands and stores are being purchased in the downtown districts and new stores are being leased wherever they can be found.

In this contest the American Cigar Company is represented by Ruhstrat & Curlett. The principal distributers for the United Cigar Manufacturers has long been Best & Co., while the Clayton Cigar Company is representing the latest arrival in Chicago, the United Cigar Stores Company. The last named concern will run its stores under the name of the Imperial Cigar Company, which has rented and is refitting the store at the northeast corner of Dearborn and Monroe streets.

Principals in the great cigar concerns entered denials to the assertion that they were all practically wings of the tobacco trust, but the United Cigar Stores Company, at least, was found in convincing association with the American Cigar Company, admittedly part of the "trust."

C. A. Whelan, a relative of President George Whelan of the United Cigar Stores, has been busy in Chicago for several days buying cigar stores in the down town district. He also made several visits with B. H. Homan, identified with the American Cigar Company.

"No slot machines" is the war cry of the newly organized United Cigar Stores Company, and "no valuable preseuts." Doing away with these will mean a better class of goods, according to its supporters.

J. T. Farmer's tobacco warehouse, at Water Valley, Ky., together with about 25,000 pounds of tobacco belonging to Farmer & Hubbard, of Paducah, was burned on September 3. Loss, $15,000; no insurance.

LANCASTER'S REPORT.

Lancaster, Pa., Sept. 16, 1902.

The local leaf market has been quiet throughout the past week, so far as trading in old goods is concerned. The final closing up of the sale of 1,500 cases of 1900, reported some weeks ago, was the most important transaction of the week. Numerous other sales are being made right along, but no specially large lot transactions are coming to notice.

Some buying in the field is still going on, by representatives of the United States Cigar Co., and 7 and 2 and 8 and 2 cents are being paid. It is variously estimated that about 500 acres have been bought in this manner.

Packers are still busying themselves in sampling the new goods, which in a majority of cases are turning out very nice, showing a more than usually low percentage of damaged goods.

This year's crop is being placed in the sheds very rapidly, and curing is progressing satisfactorily. The several chilly nights of this week are hastening farmers in their endeavors to get their crops safely into sheds before a frost can overtake them.

A robbery was attempted a few nights ago at the cigar factory of F. E. Eberle, at Stevens, this county. Nitroglycerine was used in trying to blow open the office safe, but the first attempt failed, and while a second charge had been inserted, it is believed that the burglars became frightened and left the premises without having secured any booty.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

Imports and of Cigars Leaf Tobacco

FROM HAVANA
Per steamers Vigilancia and Mexico.

CIGARS	cases
Park & Tilford, New York	68
Acker, Merrall & Condit, New York	22
S. S. Pierce Co. Boston	16
B. Wasserman Co., New York	13
Estabrook & Eaton, Boston	11
M. Blaskower & Co., San Francisco	11
G. S. Nicholas, New York	7
American Cigar Co., New York	6
Calixto Lopez & Co , New York	6
Duncan & Moorhead, Philadelphia	6
Waldorf-Astoria Segar Co., New York	5
The Weideman Co , Cleveland	4
Chapin & Gore, Chicago	4
H. Straus, Cincinnati	3
Goldberg, Bowen & Co., S. Francisco	3
M. A. Gunst & Co., San Francisco	2
C. B. Perkins & Co., Boston	1
Wood, Pollard & Co , Boston	1
W. F. Monroe, Chicago	1
W. A. Stickney Cigar Co., St. Louis	1
Total	191
Previously imported	6,525
Imported since Jan. 1, 1902,	6,716

LEAF TOBACCO	bales
Sutter Bros , New York	339
J. Bernheim & Son, New York	240
E. A. Calves & Co., Philadelphia	161
Brown Bros & Co., Philadelphia	157
A. Cohn & Co., New York	131
American Cigar Co., Petersburg, Va.	100
F. Miranda & Co., New York	100
Loeb-Nunez Havana Co., Philadelphia	86
Theobald & Oppenheimer Co., Phila	81
Garcia, Vega & Carcaba, New York	78
E. Rosenwald & Bro , New York	67
M. Atak & Co., New York	55
S. I. Davis & Co., New York	53
L. Friedman & Co., New York	50
A. Pazos & Co., New York	48
R. H. Mills, New York	47
Crump Bros , Chicago	46
Harburger Bros. & Co., New York	43
J. F. Portuondo Cigar Mfg. Co., Phila	43
A. Moeller, New York	42
J. S. Gans & Co., New York	38
L. Frauk & Co., New York	35
Kuhles & Stock, St. Paul	30
A. Diaz & Co., New York	28
M. Gans & Sons, New York	25
M. Stachelberg & Co., New York	23
Frau & Pena, Philadelphia	20
S. L. Johns, McSherrystown, Pa.	18
M. Cruz, New York	17
H. Doerr & Co , Minneapolis	15
J. S. Rose & Co., New York	13
J. Merfeld & Co., Baltimore	12
Simon Batt & Co., New York	10
A. Blumlein, New York	10
E. Gancedo New York	10
A. Gonzalez & Co., New York	10
Lozano, Selgas & Co., New York	10
J. Cohn & Co., New York	8
B. Perlman & Co., Baltimore	6
Yocum Bros., Reading, Pa.,	6
J. Lichtenstein & Co., New York	3
Total	2,314
Previously reported	85,658
Imported since Jan. 1, 1902,	87,972

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

There is, so far as we have heard, only one single sale of the 1902 crop, and that but a small one, so that affords no criterion for fixing prices that will rule later on, whether it was sold at a high or low rate, as we known absolutely nothing of its quality, whether good or bad.

There were frosts over an extended portion of northern New England and in portions of New York, but its effects are not visible, except in sections of low grounds. There some tender plants showed the effects. Happily in the tobacco districts of Massachusetts no frost has been mentioned. It was, however, a close shave for the late tobacco fields, sending the shivers over many parties that had late tobacco. The weather for curing the early-cut crops has been exceptionally favorable and those crops have passed the pole-sweating stage in fine condition.

Our correspondents write:

South Deerfield: "The tobacco harvest is nearly completed, with no damage, and is curing satisfactorily in every particular. The early cut is all cured, except the stem of the leaf. Old goods move slowly, as buyers refuse to pay fair prices. They figure the grades at about half the market price and get some small crops. W. W. Sanderson has about 275 cases. A few old crops only remain in growers' hand."

Northampton: "The new crop of tobacco is nearly all housed. I have heard that some late crops were nipped by the slight frost of Saturday morning; how much I have not heard. As a rule, the crop is a very nice one, good growth and perfectly sound, and is curing down in good shape The weather for this purpose is all that can be desired. I have not heard of any sales."

Hadley: "The greater portion of the tobacco was housed last week; only a few late pieces remained out The crop is a remarkably good one, sound and free from damage. No sales to report."

Whately: "The 1902 crop is practically all cut, and is really the best crop we ever grew. The earliest cut is well cured, the central stem excepted."

Granby, Ct.: "The tobacco crop is curing down finely. The weather for this was never more favorable. It is of fair growth and will, we hope, command good prices."

Feeding Hills: "Tobacco crop nearly all harvested, and is in fine condition, notwithstanding the backward season at cutting time, a good growth."—American Cultivator.

BALDWINSVILLE, N. Y.

During the last week the attention of local tobacco men has been directed to the new crop which has greatly improved in appearance The light frost of last Friday night did but little damage, a few crops in some sections suffering slightly A considerable amount has been cut during the last few days. The old packing belonging to C. Erdt, which has been in storage at Lysander, has been moved to his warehouse in this village. The Lysander packing consisted of about 400 cases and includes some fine grades. A few shipments have been made from the local warehouses. No sales have been reported during the week — Gazette.

EDGERTON, WIS.

Unless all signs fail the buying of the new crop will be in full swing

P. L. Leaman & Co.
Packers and Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

5 CENT BRANDS — Cigar Horse Harry, La Colonieria, Cesano-a, Indian Pride — **I. M. McGUIGAN** — MANUFACTURER OF AND WHOLESALE DEALER IN — ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

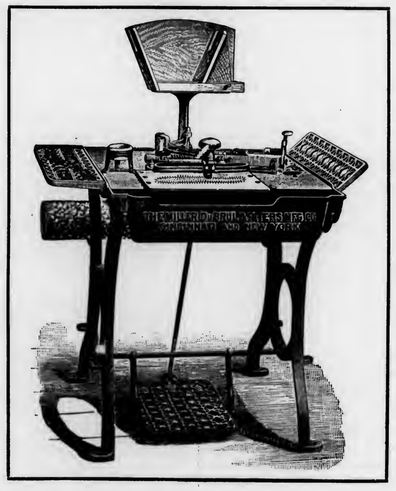
A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

MAKE MORE MONEY

The way to make more money is to make more and better cigars in less time and at less cost than you have heretofore been doing.

Perhaps you do not need to be told that, but you do need to be told and convinced that the DuBrul Dieless Suction Table will enable you to do all this, and that it is, therefore, a money-maker which you cannot afford to overlook for another day.



By the aid of this table you get a hand-made cigar in the easiest way, the quickest way, and the most economical way.

The machine rolled cigar is unsatisfactory, to say the least.

The human hand governed by a skilled brain is the only thing that can make good cigars.

The reason is, that a cigar cannot be well made and cannot smoke well unless the wrapper "hugs the bunch" exactly and tightly at every point, and unless the head is made with the utmost care.

Machine rolled cigars have poor heads, the wrapper does not fit, "skippers" come often, and the numerous "pockets" along the lap edge make the whole thing an inferior product.

With the DuBrul Dieless Suction Table you get the best possible product.

The removal of the dies and rollers in this table does away with all previous objections to suction tables.

The DuBrul table is very simple in mechanism, the cutting is done by a circular knife which is easy to keep sharp, and there are no dies or anything else in the way of the operator.

It always cuts a perfect wrapper with a clean cut edge.

There is no waste, no wrappers getting mashed or twisted in the rollers and, as the cutting mechanism swings away after the wrapper is cut, the operator has all the room needed, and a wrapper in perfect condition with which to do a good piece of work.

Operators like this table because it is simple, and they won't leave it for any die table.

Foremen like it because there is no sharpening of dies and no adjusting of anything.

Manufacturers like it because it is a money-maker without an equal.

We have just issued a little book which tells all about this table, and, why you ought to have it.

This book we will be glad to send to you if you write. Ask for booklet **W. S.**

Please remember that we sell the best die table made, and can show you either style at our offices.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

TIN METAL MUSLIN GLASSOID ALUMINUM

INDOOR

EUREKA SIGN WORKS
MAKERS OF
Signs that Advertise
114 Penn Street,
W. J. BAILEY, Manager. READING, PA.

OUTDOOR

CELLULOID ENAMELOID OIL CLOTH NICKEL CARDBOARD

in nearly all sections before the close of the present week. The American Cigar Co. started out its force of buyers on Monday, and other dealers who have been quietly watching the proceedings have also taken a hand. These with the buyers already riding put more than half a hundred men in the field, and it will be difficult to say how much tobacco will be bought up before this paper reaches its readers. More than a 1,000 acres have been contracted for in the northern Dane county district at least. The majority of the contracts placed in the southern growing counties are at figures around 8 cents for wrapper and binder grades. The fact that so much tobacco is changing hands is an indication that growers are disposed to accept reasonable prices, and should this condition maintain, a general movement of the crop may be looked for. As is usual buyers are averse to giving out their purchases.

There is a little movement in cured leaf going on, about 200cs of 1901 have been purchased from first hands by W. F. Fuller during the week, including the crops of John Pierson and George Pomeroy at 10 and 3c. E. C. Hopkins reports the sale of 300cs of old leaf, about half going to export.

Shipments, 400cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 21 hhds: offerings on the breaks, 81 hhds; sales, 125 hhds.

The offerings were low in grade, and generally of poor quality, but the market was stronger. The receipts show that the country is nearly swept clean of the 1901 crop.

The unsold stocks are composed almost entirely of leaf, which the holders offer but sparingly while the fate of the crop in the field is uncertain.

Light cuttings of the crop were made last week, and full cuttings of the early plantings will be made this week; the proportion of African Leaf and Stemming Leaf of full size is small, and the percentage of Lugs the smallest for many years, not having been added to by worm damage.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.50 to 6.25
Common Leaf	6.50 to 7.25
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00

HOPKINSVILLE, KY.

M. D. Boales.

There were no public sales this week; all sales private at full prices. Holders are very firm, as the condition of crop is not as good as expected, and with probable frost, which would catch about half the crop out. This makes situation very strong, as the most of the stocks are Good Fine long Leaf, of which the present growing crop does not promise 5 per cent of its equal. Quite a heavy frost Saturday morning, but owing to rain falling Friday did but little damage. But to-morrow morning may do considerable damage, unless weather turns warmer. Cutting is heavy all over the district, and much is in a green state. Altogether the situation is growing stronger each day, and ere long I look for higher prices than for several years. The tobaccos now on sale are offered very cheap, considering the situation.

Lugs-Com. 4¾ to 5c; Med., 5 to 5¾c; Good, 5¾ to 6¼c Fine, 6¼ to 6¾c

Leaf—Com., 6½ to 7½c; Med., 7½ to 9c Good, 9 to 11c; Fine, 11 to 14c.

Receipts for the week, 42 hhds; year, 11,762. Sales for the week, 80; year, 9,681.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Palomo de Porto Rico, L'Rienta, La Bolenza, Lord Don, Frank Oakley, Fiama, Lutra, Ianira, Imatra. Perdicus, Sold At Par, Bieber's Fives, Bieber's Best Hand Made, Mi Idealio, Lanciotto, Turkish Imports, Egyptian Imports, Camillus, Grand Duke Boris, Postmortum, Prince de Riva, Cuban Carnation, I Go You One, El Sid, Sid, El Cid, Cid, La Bremond, Ou Boy, Spanish Binder, Cuban Binder, Maud Fealy, Right Again, Eurlmay, Eagles of Union, Connecticut Valley, Jose Agee, Nar, Hoob, Vindettes, Belle of Drexel, Last Edition, Papyros, A. Y. M. A., Autoneer, Dakota Leader, Lord Milton, Nancy Brown, Combino, Pick Fone, Kem, Jay Cook, Animado. Altai, La Flor de Sigmund Rothschild, Ben King, Na Bocklish, Gold Bore, The Win, I Go You 1.

Virtue Its Own Reward.

Greene—After all, Slimset is good at heart. He prevailed upon the boys to give up smoking for a week and to give the money they would have spent for cigars and tobacco to old Derby to get him new clothes

Gray—Yes; when Derby has any clothes he always buys them at Slimset's store.—Boston Transcript.

SPECIAL SELLERS.

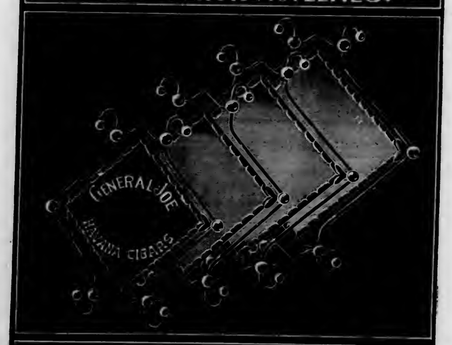
Our GOO-GOO 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock If you don't carry a line, you should do so, in justice to your own trade Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,
LITITZ, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



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Easel Stands, Antique Copper Finish Tilting Mirrors

	STYLE 5A	STYLE 5J	STYLE 5R	STYLE 5S
MIRROR	5 inch	7 inch	8 inch	9 inch
WITH ADS. PER 100	$ 65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs
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I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

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Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
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FINE SUMATRAS a specialty. YORK, PA.

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Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
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Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
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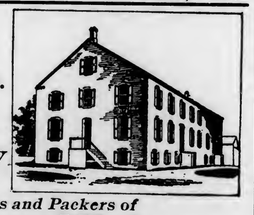
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf
Samples free to responsible houses.
Write for prices.

S. L. JOHNS, Packer of Leaf Tobacco,
Office, Mc Sherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

Danger in Land Titles.

Internal Revenue Liens on Real Estate to be Wiped Out.

The American Bar Association has been engaged since 1899 in an effort to get rid of the peculiar provisions of Section 3186 of the Revised Statutes of the United States, which gives to the United States a lien upon the real estate of any person who at any time since the adoption of the section mentioned may have refused or neglected to pay any internal revenue taxes due to the government. The lien is most sweeping in its character, and under the decision of the U. S. Supreme Court in the case of the United States vs Snyder, 149, U. S. 210, which was a tobacco case, it makes no difference whether the title comes to a person who knew nothing about the default in paying internal revenue taxes of a former owner of the property or not, and the law makes no provision for filing or recording any notice to apprise intending purchasers or encumbrancers of the claims of the Government. The lien, it will be observed, extends to all property of the person in default. In other words, if a man carries on a cigar factory in Tennessee, any delinquency on his part will cause the Government to have a lien on his property, say in New York. Owing to this comprehensive character of the lien in the case of every title taken anywhere in the country, the impossible task is presented of finding out whether any one in the chain of title became indebted to the United States, under the Internal Revenue law, while holding the property. The indebtedness may have arisen years and years ago, and the business may have been conducted thousands of miles away from the property affected.

Ever since 1899 a committee of the American Bar Association has been working to induce Congress to pass a bill wiping out the obnoxious provisions of section 3186. This committee, which is called the Committee on Title to Real Estate, and which consists of Ferdinand Shack, of New York, John Douglass Brown, Jr., of Philadelphia, and David L. Withington, of San Diego, Cal., submitted the following report at the meeting of the American Bar Association at Saratoga, on Aug. 28:

"This Committee is charged with the duty of securing legislation to prevent the hardships to innocent purchasers and encumbrancers of real estate arising under Section 3186 of the Revised Statutes of the United States. That Section reads as follows:

'If any person liable to pay any tax neglects or refuses to pay the same after demand, the amount shall be a lien in favor of the United States from the time when the assessment list was received by the collector, except when otherwise provided, until paid, with the interest, penalties and costs that may accrue in addition thereto, upon all property and rights to property belonging to such person,'

and it will be recalled that in the case of the United States vs Snyder, 149 U. S., 210, the Supreme Court held that the lien thus created is valid even as against a bona fide purchaser or encumbrancer though he have no knowledge and no means of knowing of the delinquency on the part of the person from or through whom he acquires his title or lien. No provision for filing or recording any notice apprising intending purchasers or encumbrancers of the claims of the Government is made in the statute, and so the lien is undiscoverable. The lien is of such a comprehensive character that it covers all the property and rights to property of the delinquent situated anywhere in the United States, and so in the case of every title taken in the United States the impossible task is presented of ascertaining whether anyone in the chain ever was a delinquent in the payment of the taxes above referred to while holding the property searched against. The indebtedness may have arisen years ago, and the business carried on under the internal revenue law may have been conducted thousands of miles away from the property affected by this omnibus and secret lien.

"As previously reported, this Committee, in compliance with the direction of the Association, prepared a memorial, and the same was presented to each House of Congress.

"Your Committee also reported that such memorial received the approval of the Committee (on the amendment of the law) of the Association of the Bar of the City of New York; of the Lawyers' Title Insurance Company of New York; and of the President of the Real Estate Title Insurance Company of Philadelphia.

"At the same time your Committee reported that it was of the opinion that it would be of service in securing the end in view to authorize the Committee to confer with officers of the Government, and formulate and advocate legislation in the premises; and thereupon the Association so authorized your Committee.

"Your Committee is pleased to report that it has secured an expression of opinion from the Secretary of the Treasury that he is in heartiest accord with the position taken by this Association.

"Your Committee is therefore encouraged to believe that with such concurrence in our views, your Committee will soon be able to secure appropriate action by Congress to prevent the hardships above referred to."

Snuff Factories Raided.

Four Places in New York City Closed and Seven Men Arrested.

United States Deputy Marshals on September 10, raided four snuff factories in New York city, from which they alleged snuff without revenue stamps had been sold. The prisoners are Jacob Sharlin, a deaf mute; W. Hirschberg and Sol Weiner, from the factory of Simon Scharlin & Son, 110 Division street; Sandel Weingarten and his son, Morris Weingarten, composing the firm of S. Weingarten & Co., 229 Broome street; Charles Rosen, of 157 Rivington street, and Louis Meisler, of 241 and 246 Madison street.

The value of the plants is estimated at $25,000. The Marshals seized about 100,000 pounds of snuff in various stages of manufacture.

The prisoners were held by United States Commissioner Hitchcock for a hearing on September 15. Scharlin was released on parole, bail in the case of each of the others being fixed at $2,500. Bonds were given by all except Meisler.

The Marshals also wished to arrest Simon Scharlin, the head of the Scharlin firm, but they were told that he is very ill at his home in Mountaindale, N. Y. He is not in active business. He has been in the snuff business for a generation or more, and he was at one time a very important factor in the tobacco trade. Counsel for the firm promised to produce him if he could be moved safely.

The raiding party was headed by Special Treasury Agent Charles H. Seawell, of Chicago, who expects to prove that there has been a regular organization in New York for the last twenty years, which put unstamped snuff on the market, and that it has defrauded the Government out of at least $250 000 in stamp taxes. Other arrests are expected.

LATE REVENUE DECISIONS.

Pasteboard "Jackets" for Tobacco Packages.

In passing upon a small 1⅗ ounce package of smoking tobacco provided with a pasteboard "jacket," which, when in place, covered up a portion of the stamp affixed to the tin foil package, was advised that manufacturers are permitted to use such outside jackets when they are placed loosely on the package, and are not so affixed as to adhere to the package or destroy or efface any portion of the stamp. In the case submitted the package as stamped could be removed from the jacket, and the date of use and manufacturer's name appeared on the package in a plain and distinct manner, and some portion of the stamp was disclosed at each end of the package. The entire stamp could be seen by pushing the package through the outside jacket, which was not pasted to the package. It was advised that similar packages had been authorized by the office.

Tax on Cigarettes.

A collector recently forwarded to the Commissioner a package of ten cigarettes, stamped at the rate of 54 cents per thousand, but which sold at retail at 6 cents, or $6 per thousand, and in another case a brand paying tax at the same rate was found on the market retailing at 10 cents per package of ten, or $10 per thousand. In the former case the cigarettes were made from domestic leaf, and in the latter from imported tobacco, but in neither did it appear that the wholesale price, two dollars per thousand or less, corresponded with the price usually paid by dealers for such classes of cigarettes. The office advised in both cases that the rate of tax must be determined by the wholesale value of the cigarettes, properly packed, labeled and stamped, and that the manufacturer must be able to sell his cigarettes in the usual course of trade at not more than two dollars per thousand; therefore it was necessary that the transactions between the manufacturer and the dealer in fixing the wholesale price or value of the cigarettes must not rest in fraud nor any secret contract exist whereby the manufacturer would realize more than two dollars per thousand for his cigarettes. It was pointed out that it was the duty of the collector to ascertain whether the manufacturer will, in fact and in the usual course of trade, sell his cigarettes within the price stipulated by the statute, and that the collector is required to ascertain and report to the office the trade mark name of the cigarettes and the character of the goods and the registered factory number; and if he were satisfied from his investigation that the cigarettes would be sold at the price stipulated, two dollars or less per thousand, properly stamped, the collector could sell stamps to the manufacturer for payment of tax on the cigarettes at the lower rate, 54 cents per thousand, but that if it was found at any time thereafter that the manufacturer was selling his cigarettes at more than two dollars per thousand, steps should be taken to ascertain the amount of tax due by reason of the cigarettes being insufficiently stamped, and that assessments would be made to cover the omitted taxes.

"Coupon" Rulings.

The office of the Commissioner is

A Whole Building on Broadway
less the ground floor (5 floors just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.

What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.

IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.

Epstein & Kowarsky, 351 Broadway, New York.

Cigar Molds
Knives, Boards, Cutters, Presses Casers, Scrap Cutters, Automatic Sprayers, Branding Machines, Bookers, Block Bundlers, Revenue Tools, in fact. **Everything that can be used to advantage in a Cigar Manufactory,** is illustrated in **OUR CATALOGUE No. 5.** It also contains all the latest and up to date Cigar Mold Shapes **Ask for it,** before you make that other fellow happy with your order at a big price. We can please you, and **Save You Money,** at that
The Sternberg Mfg. Co.
DAVENPORT, Ia., U. S. A.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
Daily Capacity 15,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
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CIGAR BOXES of Every Description
Gold Leaf Embossed Work
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PRINTERS OF ARTISTIC CIGAR LABELS
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MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. COLUMBIA, PA.

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CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

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Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY.
Clarksville, Tenn.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

still flooded with inquiries in regard to the new regulations governing the use of coupons, prize schemes, etc., and all parties interested are advised that the Regulations, No 8, Supplement No. 3, promulgated July 18, 1902, concerning the contents of statutory packages of tobacco and cigars, prescribe that manufacturers may place within their statutory packages small advertising cards, coupons, certificates, circulars, etc., of inappreciable weight, and which are intended as an advertisement of their business, and which concern the manufacture and sale of their cigars, tobacco, etc , and no other business.

ADVERTISEMENT OF A DEALER.

The office recently advised a collector that a certificate issued by a dealer, and which advertised his business and not the business of a cigar manufacturer, could not be placed in a statutory box of cigars.

CIGARETTE HOLDERS.

The question was presented whether a package of domestic or imported cigarettes could have placed therein small cigarette holders. It was advised that pipes, cigarette holders and other foreign articles must be excluded from statutory packages, both of imported and domestic cigars or tobacco, and the acting Secretary of the Treasury has recently advised Collectors of Customs to make no deliveries or releases of packages of imported cigarettes containing foreign articles or articles other than the cigarettes and small advertising cards, until such articles are withdrawn from the packages.

EXCHANGE OF COUPONS.

A manufacturer submitted a small coupon advertising his product, and indicating that on return of a number of coupons to him he would exchange other articles described on the coupon to dealers or consumers. The coupon showed that it had some special value and that the distribution of the prizes mentioned on the card would not be distributed by lot or chance. The card also advertised his particular brand of tobacco; and as his name, location and registered factory number appeared on the card, he was advised that the latter was not objectionable and could be placed by him in his statutory packages.

RETURN OF COUPONS TO OTHER PERSONS.

Another manufacturer was advised that the manufacturer's name and address, and his registered factory number, must appear on each coupon; and if intended to advertise the goods, the trade mark name also may appear on the coupon; that coupons, cards, certificates and other printed matter advertising the business of other persons, or other business, would not be within the limitations of the regulations; but that if such coupons conform in all respects to the regulations, the manufacturer whose name appears thereon may direct that the coupons may be returned to some other person designated by him on the card, and that they could be exchanged by him for other articles, provided the distribution of other articles did not depend upon the advent of a lottery.

Porto Rican Cigars.

By a recent order of the Treasury Department Porto Rican cigars may be forwarded by the customs service at one port to the Collector of Customs at any other port in the United States under a special manifest on receipt of advice from the Collector of Internal Revenue that the requisite stamps have been purchased from him or that a bond securing the tax has been lodged with him.

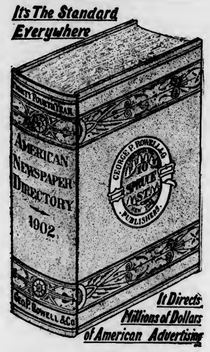
An importer of Porto Rican cigars reported that the boxes which contained his cigars were not such as would accord a ready sale of the goods; therefore he had not stamped them and they remained in the custody of the customs service, and asked the privilege of repacking the cigars in other boxes, which would be properly stamped, and the privilege of returning the emptied boxes to the maker of the cigars in Porto Rica to be re-used in packing cigars. He was advised that there was no objection to his cigars being repacked in new boxes before they were released by the customs service, provided that service did not object to having the goods repacked under the supervision of some officer connected with the service. Further, that the act approved April 12, 1900, required that the boxes should be properly stamped, but that the importer or owner of the goods was not required to label or brand the boxes. Therefore, the provisions of Secs. 3393 and 3397 of the Revised Statutes, requiring the manufacturers in the United States to label and brand their boxes, do not apply to Porto Rican cigars; further, that emptied boxes, bearing no label, brand or stamp, could be reshipped to Porto Rico and again used by manufacturers there for packing their cigars, provided there was no revenue law enacted by the Legislative Assembly of Porto Rico prohibiting such re use of the boxes.

A Tobacco Moistener.

"A lemon," says a tobacconist, is a far better tobacco moistener than a sponge Take a lemon, slice a piece off each end and put it in your tobacco box, if you want to keep your cigars or smoking mixture in nice shape. A good, juicy

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

It's The Standard Everywhere



It tells the circulation of all the newspapers.
It tells the circulations correctly.
It is revised and reissued twice a year.
Price Five Dollars a Copy.
Delivered Carriage Paid.

ANNOUNCEMENT!
Kleinberg's Chico
We regret to inform our numerous friends that we have been enjoined from manufacturing the famous CHICO cigar. Our worthy competitors, Otto Eisenlohr & Bros., claim that our CHICO is an infringement of their CINCO, and have stopped us by injunction.
Chico Cigar Co., Phila.

THE TOBACCO TRADE DIRECTORY AND READY REFERENCE for 1902 is a complete, useful and handy volume for Cigar Manufacturers, Leaf Dealers, Tobacco Manufacturers, Cigar Jobbers, Brokers, Box Manufacturers, or others in any way identified with the trade.
Price, $1.10, Postage Prepaid.
THE TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia. 11 Burling Slip, New York.

Charles Bolevsky,
Importer and Mfr. of
Arabi Pasha
CIGARETTES.
Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

WE SELL TO SATISFY!
"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
Sole Distributors,
43d St. and Lancaster Ave., Phila

L. BLEIMAN,
Manufacturer of
Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

lemon will sometimes last a couple of months as a moistener, and it imparts to the tobacco an added fragrance. The beauty about the lemon as a moistener is that it doesn't mildew in the way a sponge does The latter, you know, when left water soaked rots and gives out an unpleasant odor. Some people I've told about the use of lemons as moisteners have tried oranges as well, and assure me that either fruit will answer. One of my customers keeps a lemon, orange and piece of apple in his tobacco jar, and he says that the fruit keeps the tobacco moist and soft and gives it a delightful flavor. The lemon and orange are, of course, sliced at each end."

PATENTS RELATING to TOBACCO, Etc.

708,852 Tobacco pipe; Norris Allison, Hendersonville, N. C.

708,682 Packing mechanism; Oluf Tyberg, assignor to American Tobacco Co., New York city.

708,787 Packing mechanism; Oluf Tyberg, assignor to American Tobacco Co., New York city.

708,789 Machine for boxing little cigars; George M. Williams, Baltimore, Md., assignor to American Tobacco Co.

BUSINESS CHANGES, FIRES, Etc.

Arkansas.

Monticello—C. R. McKennon & Co, cigars, sold out.

Connecticut.

Hartford—Wm. J. Gilbert, manufacturer and retail dealer in cigars, sold out.
Willingford—Tony Rosso, cigars, etc., bill of sale, $1.

Florida.

Tampa—Juan LaPaz & Co., cigar manufacturers, succeeded by Wm. E. Parsons & Co.

Illinois.

Chicago—Clayton Cigar Co., sold out.
Elburn—Flynn & Loftus, cigars, succeeded by M. P. Flynn.

Indiana.

Huntington—L. W. Strauss, cigars, etc., filed a petition in bankruptcy.
Peru—Wm. E. Edmunston, cigars, succeeded by Wm Buskirk.

Maine.

Red Beach—Wm. A. Luce, cigars, succeeded by Thomas & Bonney.

Massachusetts.

Newburyport—Simon & Gordon, cigar manufacturers, chattel mortgage, $100.

Michigan.

Detroit—Philip D. Cohn, cigar manufacturer, judgment $159.
Lansing—Charles P. Lesher, of Charles P. Lesher & Son, cigar manufacturers, dead.

Montana.

Butte—C. A. Nielson, cigar manufacturer, discontinued.

New Jersey.

Long Branch—Lewis Gray, cigars, discontinued.

New York.

Buffalo—Clarence D. Gates, cigars, etc., succeeded by Jackson & Gibbs.
Ithaca—Wm. L. Howe, cigar manufacturer, chattel mortgage $500.
Yonkers—J. Stein, cigars, etc., succeeded by B. Klein.

Pennsylvania.

Lewisburg—Daniel Oswald, cigars, succeeded by G. B. Hyde.

Virginia.

Bedford City—Clark Bros. & Co, leaf tobacco, discontinued.
Lynchburg—Hancock-Moorman Tobacco Co., leaf tobacco, discontinuing.

West Virginia.

Huntington—W. M. Bless, of C. R. Ridgway & Co., cigars, dead.

Wisconsin.

Milwaukee—John Rush, manufacturer of cigars and tobacco, real estate mtge, $400

JACOB G. SHIRK,
40 W. Orange St., Lancaster, Pa.
Wholesale Manufacturer and Jobber in
Plug and Smoking Tobaccos and Cigarettes
Importer of SMOKERS' ARTICLES, etc.
Manufacturer of
Fine Cigars and Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT LANCASTER CUT PLUG
SHIRK'S FIVE-CENT DURHAM TROTTER SCRAP

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Auctioneers and Commission Merchants
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Regular Weekly Sales Every Thursday
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SPECIAL SALES OF LEAF TOBACCO
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Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
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Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

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VIRGINIA PERIQUE

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THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

The Manchester Cigar Mfg. Co. Baltimore, Md

Manufacturers of

"Match-It" Cheroots

The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them

The Finest Cheroot upon the Market

Match It, if you can---You Can't

F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

Shipping Station, East Earl.

H. L. WEAVER. E. E. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers

Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.

The Invincible Suction Table

Provides everything necessary for the Finest Work. Drop a postal for circular.

WM. S. GLEIM, Lancaster, Pa.

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Manufacturers of High-Grade Nickel SEED and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands: "KENTUCKY CARDINAL," "1303," "CHIEF BARON," "EL PASO."

H. H. MILLER,

Leaf Tobaccos

Light Conn. Wrappers and Seconds

Imported and Domestic

SUMATRA and HAVANA

Nos. 327 and 329 North Queen St., Lancaster, Pa.

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WAGNER'S

CUBAN STOGIES

MANUFACTURED ONLY BY

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Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 39. PHILADELPHIA, SEPTEMBER 24, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents

We have Exceptionally Fine

Remedios

Manicaragua

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TOBACCOS to offer.

SEND FOR SAMPLES.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

1901 Crop

SUMATRA

Now Ready for Sampling

Your Examination
Cordially Invited

Rothschild & Bro.

Main Offices:

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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XXXIX.—The Most Picturesque Tobacco Congress in History.

By FRED OPP, of Weinheimer & Opp.

A distich which commemorates one of the many benefactions to his countrymen of the late Duke of Argyll, runs

"God bless the Duke of Argyll,
A scratching post at every mile."

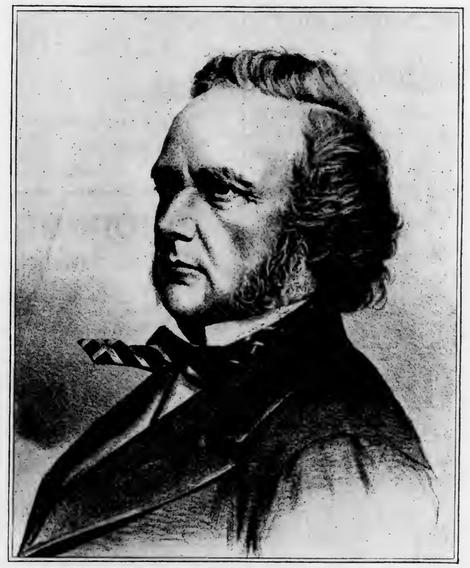
Lovers of the cigar the world over owe to this same Duke of Argyll a debt of gratitude immeasurably greater than Sandy owes him for his scratching post, because it is to this great man's initiative that the smoking of cigars in public is owing. Listen:

The very flower of the youth of England, up from Oxford and Cambridge for the long vacation, was assembled in Hyde Park, London, one brilliant morning in July, in the year of grace 1840.

Fine young men every one of them, and several of them afterward famous in the history of their country. At their head was our Duke of Argyll, Scotland's premier peer, afterward the father-in-law of the Princess Louise. Then there was John Howard, Duke of Norfolk, England's premier peer, and in the gathering were Cecils, and Gowers, and Beauchamps and Balfours, bearers, in short, of most of the famous names in English story.

In their eyes was that look of resolute determination which the fathers, or the brothers, or the uncles, or the cousins of these young men, and these young men themselves, in fact, had carried, or were to carry into many a hard-fought field. Their jaws were firmly set, and each pair of jaws held that which the jaws of no Briton of fashion and social standing had held in public up to that very morning. Up to that memorable day in the annals both of fashion and of tobacco, no well-born Englishman or Scotsman had ever smoked in public. They had had perforce to indulge their fondness for tobacco in the privacy of their own apartments at home or at the universities.

A statement strange to modern smokers, isn't it? Truly, but if it hadn't been for this congress of tobacco lovers, verily, the most picturesque congress of its kind in history, it would have been still more strange to this very day to see any man at all entitled to be considered a gentleman with a lighted cigar between his lips in any public place



THE LATE DUKE OF ARGYLL,
Whose memory should be dear to all lovers of smokers' rights.

The battle for the right to smoke in a public place had to be fought, and the young Duke of Argyll and his comrades chose to fight it in Hyde Park on that July morning now sixty-two years gone by.

The Duke was the same type of man as our Carroll, of Carrollton, for he went to the park in his tartans, philibeg and all, and planted himself where all the world might see him And all the world did see him, and not only him but every one of the young men who was with him, and like the silly world it was and is, it almost lost its head, for presently all the dowagers and all the youthful beauties of London fashion, came rolling into the park in their broughams and their landaus and victorias, and right before them were the very young men whom they knew best in their own drawingrooms and whom they most delighted to honor. But this morning those young men were all impossible, because they were doing that which no lady had ever before seen a well-bred man do in public, for as the carriages came by every smoker went to puffing like a traction engine up a steep grade, or like a fusillade from a line of riflemen. The battle for the cigar was on. The first gun had been fired and it was for the enemy, the lovely enemy, to reply. The enemy didn't know just what to do. Most of the older ladies froze, and some of them even went to the extraordinary length of administering to the smokers the cut direct. The Duke of Argyll afterward said it was the only time in his life he had ever been snubbed.

But the younger beauties, ah, blessings on the quickness of the youthful female mind! Those tactful girls of 1840 were equal to the emergency. They returned the fire of the cigar smoking enemy, and with interest, for straight into the eyes of every smoker, the great Duke of Argyll included, there shot from the lovely blue, or brown, or black, or hazel, or gray eyes of the maidens in the carriages glances of as high resolve as kindled in their own, but instantly followed by a smile of tender forgiveness. The battle had been fought and won, and each side afterward claimed the victory. To their mammas and their other elderly relations the young women put the case very plainly. They weren't going to lose their sweethearts merely because their sweethearts chose to smoke in Hyde Park. Rather a sweetheart with a cigar than no sweetheart at all. That's what it meant, they said, and so they carried the day, and that very evening every tobacco lover in London who had lighted his cigar in the park in the morning received as warm a welcome as usual from the maiden of his heart.

But, pray do not underestimate the importance of the battle that had been fought. It was a real battle, for all it was bloodless and so soon over. It had consequences vastly more far-reaching than those of Gettysburg or any other of the world's most sanguinary fields, for it settled for all time a principle dear to every human heart, that principle namely which stands for the right of every self-respecting man to indulge in public a harmless and congenial taste.

If the battle of Hyde Park had not been fought, if cigar lovers of social standing were still compelled to smoke only in private, do you imagine the cigar factories and the cigar stores would be as prosperous as they have been for the past two generations? You know they wouldn't.

And that is why I for one say with Scotch Sandy, "God bless the Duke of Argyll."

—

Next Week.—Chapter XL.—"A True Devotee," by Louis Ash, of Louis Ash & Co.

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J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
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JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
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Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
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Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

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Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO
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Packers & Dealers in LEAF TOBACCO
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AND
Packers of Leaf Tobacco
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Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
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IMPORTED HABANA AND SUMATRA
DEALER IN LEAF TOBACCO
642-44 N. ELEVENTH ST. PHILADELPHIA
REGISTERED

J. S. BATROFF,
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Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
THE TOBACCO WORLD

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BREMER BROS. & BOEHM,
No. 119 North Third Street,
PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO

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Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
11 Burling Slip, New York
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Single Copies, Five Cents.
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Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

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THE TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

SEPTEMBER 24, 1902.

Merriam's Welcome Home.

John W. Merriam, of the Roycroft Segar Shop, got home from his European vacation on September 12, and has been busy ever since responding to the welcoming greetings of his friends. The "boys" who are Mr. Merriam's daily associates at the Sign of the Bull Dog in Maiden Lane, New York, presented him with a gorgeous bank of flowers bearing the inscription "we give you the glad hand." John E. Wilkie, chief of the Government Secret Service Department, broke out into verse—very respectable and readable verse—in honor of Mr. Merriam's home coming. This is the song sung by Mr. Wilkie's muse:

TO JOHN W. MERRIAM.

God bless you John! you're home, I see,
From travel on the "Continong;"
Back to the land of Brave and Free
From lands of story and of song—
From Vaterland and Gay Paree,
From Anvers, Wien and chic "Boolong!"
From where for "yes" you say "O wee!"
Instead of "Waiter!" shout "Garsong!"
Instead of "Rooms," "Apartomong."
You've sampled ev'ry kind of "chuck"
From "horses duv" to Irish stew,
From "Jambon Froid" to Spanish duck,
From lieberwurst to soup au choux,
From caviar to cafe noir,
From huitres to dear fromage de brie—
And yet you've often thought, I'll swear,
"This bloomin' game ain't one-two-three,
"Good old New York will do for me!"
But feasting was an incident—
That I can see with half an eye—
You found some shops where e'er you went.
And, strangely, could not pass them by.
They tell me taste is heaven sent
And happy he who knows what's what.
That being so, 'tis evident
That yours must be a happy lot.
In taste you're Johnny-on-the-spot.
That you, old man, remembered me
In picking up some souvenirs
Has knocked me up; and really
I now am filled with sick'ning fears
That if I hope to wear the wrap,
And dress in harmony complete,
I'll have to get the tailor chap
To rig me out from head to feet,
You've made my old togs obsolete
I feel no wonder now to know
The Coronation was delayed
To have you present at the show,
And Edward surely felt repaid.
You saw it all; and cables told
How you and Madame M. were there;
You with a coronet of gold,
And she with diamonds in her hair.
You both were "in it" everywhere
But when your steamer plowed her way
Past Sandy Hook and 'long the shore
That marks the bound'ries of the Bay
And home, you knew, was near once more,
Now, honest, John, did you not feel
When good Old Glory came in sight,
A wave of joyous pride just steal
All through your veins, and pure delight
Just thrill your soul? I guess that's right.

JOHN E. WILKIE.

Washington, September 16, 1902.

To a Tobacco World reporter Mr. Merriam said that what struck him most in his tour of Europe was the difficulty of getting a good cigar. Imported cigars are on sale in numerous shops in England, France and Germany, but the home-made cigars in each of those countries are, on the average, very poor. In Paris imported cigars are sold in bundles of six or more each; they are never sold singly as in this country.

English manufacturers turn out remarkably high grades of smoking tobacco, and Englishmen who live much in the open air are the greatest of pipe smokers. One of the most remarkable shops in London, says Mr. Merriam, is that of H. L. Savory, at 59 Piccadilly. Mr. Savory caters to the swaggerest people in England. This retail store is a tiny place and Mr. Savory receives many of his customers on the sidewalk. Prices are rarely discussed between them. Mr. Savory confines himself to a statement as

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

L. G. Haeussermann
Importer, Packer and Dealer in Leaf Tobacco
No. 23 North Third Street
Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL,
B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO
WHOLESALE AND RETAIL,
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120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
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308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to

B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

Pent's TAHOMA 5c. Cigar

PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

EISENLOHR'S **Cinco** Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.,
615 Market St. Philadelphia.

J. DAVIDSON,
Manufacturer of
"El Zeno"
High Grade Nickel Cigars,
See that this trade-mark is on every box. 15 North Tenth St.
PHILADELPHIA.

GRAULEY'S *Golden Rule* 5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

"Americanos" Cigars....High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco. Sixth and Race Sts. PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar 434 Race Street, Philada.

"A Word to the Wise"
We can supply you with A GOOD NICKEL CIGAR, Havana Wrapped, equal to the imported article, *"El Royalo,"* at $35.00 per thousand.
Our sales are growing. If interested, write us at once.
Penn Cigar Company,
723 Chestnut St. Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

to his latest importation of cigars and if these are to the liking of his patron Mr. Savory receives an order for a case or two. English cigar smokers like their weeds dry and store them as they do their wines.

New "Coupon of Value" List

The revised factory and descriptive price list, effective on and after September 15, issued by the Continental Tobacco Company, is interesting to all handlers of the products of that company and its allied corporations.

"A "coupon of value" is now attached to the certificate (redeemable for $1.50 in cash on each 500 cigars) given with purchases of the Florodora, Childs, Cremo and Cubanola cigars. This coupon entitles the purchaser to ten estimates for the $142,500 distribution of the Florodora Tag Co. When sent to the Florodora Tag Co. with estimates, a receipt is sent for the coupon. These receipts for coupons, bands from cigars and tags from tobacco, such as are good in securing presents, are then redeemable, as follows: For 250 tags a box of 50 of either Childs, Cremo or Cubanola cigars. Two cigar bands will count as one tag under the above offer. Beginning on the 2d inst. the American Tobacco Co. attach to each carton of 500 Tolstoi Russian, Volga Russian and Tolstoi No. 2 cigarettes 5 packages of Minaret cigarettes, 10s, gratis. In order to get quick distribution of the Cannon cigarettes, the American Tobacco Co. are attaching to each carton of 500 Sweet Caporal cigarettes 4 packages of Cannon cigarettes, 10s, gratis. The price of Cannon cigarettes will be $1.95 per M., less the usual 2 per cent. in ten days. Seal of North Carolina plug cut is now being packed in a new 1 ounce pocket pouch at 62 cents per pound. For a limited time one of these new pouches will be packed gratis with each pound of Seal of North Carolina plug-cut, of all sizes and styles of packing, including the new one. This, however, is subject to the exception that if the tobacco is ordered in 2½ pound cartons, two packages only of the 1-ounce pouch will be packed gratis in each carton. The 1-ounce pouch is to retail at five cents. During September and October a special allowance of three cents per pound on all Duke's Mixture purchased direct from the Metropolitan Tobacco Co. will be made by them; subject to the condition that, at the same time, with each five pounds of Duke's Mixture either one of the following purchases be made: 250 Old Virginia Cheroots, 250 Royal Bengal Little Cigars, or five pounds of some one of the following granulated smoking tobaccos: Seal of N. C., Greenback, Meerschaum, Hunting, Huntress, Victory (2½-ounce). Drum or Uncle Ned (2½ ounce only). Furthermore, an additional one cent per pound will be paid to any purchaser who covers his entire purchases during the two months with one or more of the beforenamed brands.

Coleman & Sherman Creditors.

Clarence F. Powell, who was appointed temporary receiver for the bankrupt cigar and tobacco jobbing firm of Coleman & Sherman, of Buffalo, N. Y., has been appointed permanent receiver as the choice of the creditors. Frank H. Ortman, Wm. Vanderlip and Jesse R. Benton have been selected as appraisers of the bankrupt estate.

Following is a list of Coleman & Sherman's creditors in the trade: Continental Tobacco Co., $10,792; C. G Donovon, $2,470; B. Leidersdorf & Co., $1,644; Globe Tobacco Co., $1,610; John J. Bagley & Co., $880; American Tobacco Co., $769; Blackwell's Durham Tobacco Co., $620; Struther Bros. Tobacco Co., $6.5; Spaulding & Merrick $511; Monopol Tobacco Works, $371; S. Anargyros, $358; Universal Tobacco Co., $420; The Hilson Co., $309; Metropolitan Tobacco Co., $210; Day & Night Tobacco Co., $272; Franklin Sidway, $42; E. W. Ferry, $47; J. F. Zahn Tobacco Co., $101; Manchester Cigar Manufacturing Co., $63; C. E. Betz & Co., $80; Herman Stein, $42; Clark & Snover Co., $37; Block Bros. Tobacco Co., $116; Unique Pipe Co., $37; John Slater & Co., $50; S. F. Hess & Co., $176; H. Tibbe & Son Manufacturing Co., $65; Plough & Allen Co., $45; Emanuel Mandelbaum, $150; L. E. Ryder, $150; R. & W. Jenkinson Co., $172; S. Nussbaum, $290; Brunhoff Manufacturing Co., $154; G. W. Gable, $192; Hirschl & Bendheim, $67; M. W. Berriman, $62; Leopold Miller & Sons, $92; J. F. Spatz & Sons, $81; Reynolds Tobacco Co., $35; W. H Byers, $60; F. A. Goetze & Co., $48; E. A. Shelby Tobacco Co., $21; E. Seidenberg, Stiefel & Co., $111; Dallas Cigar Co., $126; E Bollinger Co., $200; C. W. Winfree Tobacco Co., $110; Phoenix American Pipe Works, $52; Cameron & Cameron Co., $37; Union American Cigar Co., $26; Scotten, Dillon & Co., $317; Imperial Cigar Manufacturing Co., $106.

Altogether about $17,000 worth of merchandise removed from the premises occupied by the bankrupts prior to their failure has been recovered, and the receiver expects to recover still more.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & CO.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110 HAVANA.
NEW YORK OFFICE: 168 Water St

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF C HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Shade Growing Stock Schemes.

NEW YORK, Sept. 14, 1902.

DEAR MEDICINE MAN:

Almost every one of the Sunday papers to day contains an advertisement inviting the public to subscribe for the shares of stock, at $100 par, of a company which has been formed to grow Sumatra tobacco under shade at a certain place in Connecticut. The advertisement alleges that shade grown Connecticut Sumatra sells in the market at $2 per pound, and that, on this account, the company will probably pay dividends of 40 per cent. This is very alluring, but is it true? Prospectuses are always glittering things, and those of the stock selling schemers are particularly so. I have a little money to invest, and for that reason I ask you to be so very kind as to counsel me in this matter. INVESTOR.

Answer.

If you can really spare a few hundred dollars for a gamble you would perhaps do better to take your money to the race track. Shade grown Connecticut Sumatra does not sell at an average of $2 a pound nor anything like it. I, too, saw the advertisements in last Sunday's papers which you describe, and on Monday I by chance met two well known members of the New England Tobacco Growers' Association with each of whom I discussed this shade growing stock scheme. The men in Connecticut who have the practical work of the company named in the advertisement in hand are well known. Neither of them has behind him a record of success either as a handler or a grower of leaf tobacco, and the lands upon which the tent grown tobacco of the company is to be grown are said, by my two New England Tobacco Growers' Association friends, to be as poor as any lands to be found in the whole state of Connecticut. I conclude, from all that my friends told me, that the prospects of getting any returns whatever from an investment in the stock of this company are most dubious.

***

No Fakery in the Great Estimating Contest.

WINSTON-SALEM, N. C., Sept. 18, '02.

DEAR MEDICINE MAN:

Down here in North Carolina we are all figuring on the estimating contest advertised by the Florodora Tag Company, of Jersey City, N. J. Those of us who take the Tobacco World are very grateful to you for your guide to guessers published last month. The way you figure out that a guess of somewhere around 494,300,000 as the output of cigars paying the $3 internal revenue tax during the month of December is very enlightening.

I should end my letter to you with this compliment, which I think you have merited, but for one fact—certain people here have been heard to say that the big prizes in this $142 500 distribution will go to someone on the "inside"; that the whole thing is "fixed." They allege that it will be possible for the American Cigar Company to so arrange things that the December output will be known in advance to a favored number of its friends, or stockholders, or officers, who will then send in the guess that will carry off the big money. It is possible that among some of the competitors of the American Cigar Company and others variously opposed to that corporation, there are those who in this manner succeed in deterring people from entering the estimating contest, but is it possible that what they say is true? Is it within the power of any one, or a number of manufacturers of cigars, to pad December's output in such a way as to give favored persons an unfair advantage over the general public? OTTO WINN.

Answer.

I hope you will win, Otto, and I am quite sure that no one connected with the American Cigar Company will resent it if you do.

I am no "devil's advocate," and my passion is not to decry enterprise but to encourage it. The $142,500 prize offer of the Florodora Tag Company is a manifestation of enterprise so novel as to be almost startling. It is a good thing in every way, and especially as a means of educating the public into an understanding of the magnitude and the steady development of the cigar industry of the United States. I predict that by the first of next December the people of this country will have such a knowledge of this industry as they never had before. The advertising methods devised and prosecuted by the American Cigar Company and its allied corporations appear to result not only to its own profit but also to that of the whole trade, for during the twenty months that have elapsed since the American Cigar Company bought out the business of Powell, Smith & Co., of New York, the growth of the cigar manufacturing business of the whole country has been not only steady but phenomenal, and I am free to say that if the output of cigars next December shall be in just proportion to this progress, my estimate of a total production in that month of somewhere around 494,300,000 will be many millions below par. But I reflect that December is always a poor month, for I know that manufacturers work in October and November to supply the December demand, and that they are usually busy in December in taking inventories and in "cleaning house" for the business of the ensuing year.

I say, without the slightest fear of being afterward shown to have been in error, that it would be utterly impossible for any manufacturer or combination of manufacturers to pad out, or otherwise arrange the December output so as to give friends any advantage over the general public. If ever there was a free for all contest this $142,500 offer is that. It may be, and yet this is most doubtful, that the big prize of $5,000 will go to some expert mathematician, or to some one of the authors of the Comic History of Tobacco; it may be carried off by some member of President Roosevelt's Cabinet in Washington; a clergyman may win it, or a bootblack; a school boy or a shop girl, but whoever gets it will get it because he is a good guesser and for no other reason on earth. If it were possible to do any "funny business" in this matter I should think that those who decry it would point the finger of suspicion not at the gentlemen who have their offices at 111 Fifth avenue, New York, but at the clerks in the office of the Commissioner of Internal Revenue in Washington, where the figures of the monthly output of cigars are constantly accessible. But even those clerks are as much at sea as everybody else is. The people who are to parcel out that $142,500 among themselves are to do so because they will be lucky, merely lucky, and not because they have any guilty foreknowledge of what the December output is to be.

One word more, Otto Winn; bear in mind that to estimate correctly you must guess the government's official figures of the number of cigars upon which the three dollar per 1,000 internal revenue tax will be paid during the month of December, 1902, and that this includes stogies, cheroots and all "little cigars" which weigh more than 3 pounds to the 1,000, and which go to the consumer in packages of 5 or 10, and each of which is therefore to be counted as an individual cigar.

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Sumatra at the Fall Inscriptions.

An Amsterdam correspondent, whose letter did not reach me until September 16, four days after the first fall inscription had taken place, says:

"I have inspected 14,000 of the 19,687 bales which are to go under the hammer on September 12. These tobaccos are very disappointing, in fact they are much poorer than those offered at the last sale before the vacation. I had not expected them to show such a great falling off in character and style.

"The greater part of this tobacco is of common style and the different parcels do not contain, in my judgment, a single lot that is suitable for the American market, and strictly light tobaccos are not at all represented. I am speaking, of course, only of the 14.000 bales I have inspected.

***

Tiedemann's History of Tobacco.

ST. LOUIS, September 19, 1902

DEAR MEDICINE MAN.

Can you tell me where I can purchase a copy of Tiedemann's Geschichte des Tabaks, and also please give me your critical opinion of this work. EDUCATION.

Answer.

Gustav E. Stechert, of 810 Broadway, New York, will probably be able to supply you with a copy.

Tiedemann's History of Tobacco was published at Frankfort on the Main, Germany, in 1854. It is standard as to the history of tobacco in Europe up to 1854, but it has no other value. THE MEDICINE MAN.

Pyramids vs. Pyramid.

Litigation has arisen over the word Pyramid as a trademark for cigarettes between the Universal Tobacco Company, as plaintiff, and the Cork Tip Cigarette Company, of New York, as defendant. Some time ago, Wise & Lichtenstein, counsel for the Cork Tip Cigarette Co., wrote the Universal Tobacco Company requesting them to discontinue the use of the word Pyramids, alleging that their clients were already manufacturing cigarettes under the trademark Pyramid. The Universal Tobacco Company responded by bringing a suit for $2,000 damages and an injunction against the Cork Tip Cigarette Company. The case is to be tried in the U. S. Circuit Court for the Southern District of New York.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Angeles 10, HABANA.

La Flor de J.S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

TOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

The Vile Cigars of Greece.

King George the Only Customer Havana has in Athens.

ATHENS, Aug. 23, 1902

Dear Quakers and Knickerbockers:

Imagine a city full of intelligent people who know nothing of cigars and very little of cigarettes. That is a description of Athens and the Athenians. Yet Athens is in every way a city well worth coming to see. The modern Greeks are an amiable people, and their king and his sons are very fine fellows.

I have smoked the cigarettes the Athenians smoke and I live to tell the tale. I have once or twice tried to smoke a Greek cigar, and I deliberately pronounce this article of merchandise the fiercest tobacco atrocity that was ever perpetrated. The leaf out of which it is made is rank and coarse, and the workmanship simply deplorable. Yet the Greeks smoke their native cigarettes and cigars and seem to thrive on them, which is proof, I think, that they are indeed the descendants of antique heroes and demigods.

The shops in Athens in which cigars and cigarettes are sold are dingy and uninviting, and the shopkeepers, I regret to say, are a hopelessly unenterprising and uninteresting lot. It is impossible to get an imported cigar even in the best hotels in Athens, and yet these establishments cater to travelers of the most cultivated tastes, for Athens is too far out of the beaten highways to attract the average globe-trotter. Most of the visitors who come so far as Athens are those to whom "the glory that was Greece" is a familiar story. These well read people are accustomed at their homes in the United States or Europe to good cigars and cigarettes, and their fate is pitiable if they have come to Athens without a supply of their own, for in Athens such things are unobtainable—unless one is so very fortunate as to be on friendly terms with those officers of King George's household who know where the King keeps his cigars. King George is not only the best business man in all Greece, but he is also a cigar connoisseur of the first rank, and his stock of imported cigars is constantly kept at high-water mark. If one has the right footing at the palace one may buy a box of the King's cigars now and then, otherwise one will have to do without tobacco while in Athens or else make a martyr of one's stomach and put up with the native weeds.

A recent guest at the Hotel de Grande Bretagne in Athens, was Mr. Leo Harburger, formerly of the well-known cigar manufacturing firm of Harburger, Homan & Co., of New York. I did not meet Mr. Harburger, but when I learned he had been here I could not help regretting that he is now a rich man and retired. Athens needs a young Leo Harburger to teach the Athenians a lesson in the way of cigarmaking. The right sort of Leo Harburger should be able to make a fortune in Athens. The Greeks are perfectly willing to smoke good cigars, and they have plenty of money to pay for them.

BENJAMIN FRANKLIN VANASTOR.

Marble Show Cards.

If you have a cigar which is a success and which satisfies your customers as well as it satisfies yourself, the propriety of advertising it on your walls in a permanent way will probably suggest itself to you. The American Diamond Blast Co., of 40 Exchange Place, New York, manufactures marble show cards, which are as novel as they are attractive. The names of the brand and its manufacturers or distributers, as well as any other wording that may be desired, are cut out as sharply as the most expert marble cutter could do it by hand by a sand blast process invented and patented by the American Diamond Blast Co., and the work is, of course, very much cheaper than hand work. These marble show cards come in any desired shape or size and of various thicknesses. They are made either of Tennessee or Italian marble. The officers of the company are Col. Chas. H. Ettinger, President; Jos. Shaver, Vice President; Jacques Levy, Jr., Treasurer, and Julius Herzog, Secretary; Wise & Lichtenstein, Counsel.

Edward A. Kerbs Back.

Edward A. Kerbs, of the United Cigar Manufacturers, returned on the Kronprinz Wilhelm on September 16, from a six months' stay in Europe. Mr. Kerbs secured a large quantity of Sumatra for his company while in Amsterdam.

The United Cigar Manufacturers, on September 16, opened a branch cigar factory at Perth Amboy, N. J. The company now has fifteen cigar factories in full operation.

A recent report that the Butler & Bosher Tobacco Co., of Richmond, Va., had been sold out to the Imperial Tobacco Co. is emphatically denied by the Butler & Bosher people.

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on **During the Month of December, 1902?**

(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3 00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest		$5,000 00	in cash
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00	"
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00	"
To the	10 persons whose estimates are next closest	($500 00 each)	5,000 00	"
To the	20 persons whose estimates are next closest	($250 00 each)	5 000 00	"
To the	25 persons whose estimates are next closest	($100 00 each)	2,500 00	"
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00	"
To the	100 persons whose estimates are next closest	($25 00 each)	2,500 00	"
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00	"
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000 00	"
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75,000.00	"
	35,213			
	35,213 persons		$142,500.00	

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates

(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 00 Tax per thousand, for which Stamps were purchased, appears below.

In December, 1900—467,092,208 Cigars.	In January, 1902—496,583,717 Cigars.	In April, 1902—516,835,163 Cigars.
In December, 1901—479,312,170 Cigars.	In February, 1902—445,495,483 Cigars.	In May, 1902—523,035,507 Cigars.
	In March, 1902—516,599,027 Cigars.	

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.

Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES: DETROIT, MICH. AMSTERDAM, HOLLAND. HAVANA, CUBA.
NEW YORK.

Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
Office, 183 Water St. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana, and Packers of Connecticut Leaf
Tobacco
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

Peter Doerhoefer Dead.

Peter Doerhoefer, the Nestor of the tobacco industry of Louisville, Ky., died of pneumonia at his home there on the morning of September 18, in the 87th year of his age.

Starting life as a poor tobacco worker, he had amassed an estate valued at over $1,000,000. He leaves five sons, all of whom are reported to be millionaires. Two of the sons, John and Basil Doerhoefer, were until recently Directors in the American and Continental Tobacco Companies.

Mr. Doerhoefer was born eighty-six years ago at Frankfort on the Main, in Germany. He married Miss Katherine Siebel, and in 1851 came to America with his family and settled in New Albany, where he first opened a butcher's shop. Later he engaged in the manufacture of plug tobacco in a modest way. In 1861 Mr. Doerhoefer moved to Louisville and continued the manufacture of plug tobacco. His sons worked in the shop with him and got their start with a practical knowledge of the business. Eighteen years ago Mr. Doerhoefer retired from active business.

High Praise for "La Toco."

The "La Toco" brand of clear Havana cigars, manufactured at Tampa, Fla., by the La Toco Manufacturing Company, is meeting with remarkably high praise from cigar connoisseurs in New York and elsewhere. It appears to be winning its way strictly on merit.

A wealthy New York cigar lover to whom price is no object, indeed, to whom the fact that a cigar is high priced is a recommendation rather than anything else—said the other day, after trying a "La Toco" which had been presented to him by a friend, that this was undoubtedly the finest cigar he had ever smoked in his life.

Holiday Labels Ripe.

The new stock labels of the American Lithographic Company are now ready for the holiday trade, and this year's crop is uncommonly attractive. This is particularly true of the label called "Cheekawgo" which shows a remarkably strong Indian face against a characteristic background. The drawing is spirited, the coloring exquisite and the embossing very clean.

Another beautiful label is "On The Wing" which shows a mallard duck rising from the water at the crack of the hunter's rifle.

The "Compliments Of The Season" label shows the face of a clock on a vermilion ground specked with snowflakes, and green on the rim with Christmas holly.

Another label called "Miss Butte" shows the face of a girl far prettier than that of the literary young person who has recently made Butte, Montana, famous.

Sutter Bros'. Havana Page.

The full page card of Sutter Bros., Inc., advertising their Havana leaf, is one of the most artistic of the entire series.

Sutter Bros. are large packers and importers of Havana, and their holdings are well worthy of inspection.

Connecticut Wrappers for the West.

Broker Normie Salomon, of New York, city, said on Saturday last that he had been instrumental in selling 300 cases of medium and dark 1901 Connecticut wrappers to a house in the West.

"La Verdad" Trademark in Dispute.

The Ron, Fernandez Cigar Company, of Duluth, and the firm of Simon Batt & Co., of New York, are having a legal tilt over the right to use the name "La Verdad" as a trademark for a brand of cigars. The New York firm claims to have the right to use the trademark, alleging that it has used the same since 1887.

It has brought suit against the Duluth firm to restrain it from using the trademark and the Duluth firm has brought a counter suit to prevent the New York firm from using it.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Random Items in Local Tobacco Circles.

The Gwynn, Henriquez & Stevenson Cigar Co. have changed their firm name to Henriquez, Stevenson & Co., for the sake of brevity. They have already entered upon an active fall campaign, and the several new salesmen, who were referred to in these columns several weeks ago, have started on the road. They are J. S. Valentine, a veteran cigar salesman who was for many years with T. J. Dunn & Co., this city, and E. M. Leavens, who has been traveling for some time among the trade in the Southern States, and will continue in that territory.

Joseph C. Heymann, of T. J. Dunn & Co., is expected to return from his wedding tour some time this week. The firm has just added an additional salesman to their force, in the person of Joseph Mayer, who was for many years with the Juan F. Portuondo Cigar Manufacturing Co. of this city. Mr. Mayer will cover the trade in the Southern States.

An ambitious window display of the Ben Ali Turkish cigarettes, made by the Knubel Tobacco Co., of New York, is being shown this week in the bulk window of M. Goldberg, Seventh and Arch streets. This display is one of several which are being shown throughout this city.

It will be some time before the United Cigar Stores Co. will be ready to take possession of their store at Thirteenth and Market streets. It is said on good authority that at least one of the places which had been partially leased by them has been abandoned, it being regarded as an unsatisfactory location.

The condition of E. G. Dunlap, who was reported last week as being ill at Cleveland, is said to have improved to such an extent that his friends are now hopeful that no serious turn is likely to occur, and that with increased improvement he will be able to be about again in a comparatively short time.

The La Hilda Cigar Co. is making some improvements at its factory headquarters, 321 Chestnut street.

Frank Teller, of Frank Teller & Co., has just been covering the trade in the West, and is fairly well pleased with the conditions as he found them.

Duncan & Moorhead are extending their sales department on their Marcello Key West cigar very much. Mr. Ashburner, with this house, has this week started on a business trip, and will cover Pennsylvania, New York state and Western points.

Morris Lowenhaupt has been here recently in the interest of Cuesta, Rey & Co., of Tampa and New York.

Doings in the Leaf Trade.

Visiting leaf salesmen were in considerable prominence here during the past week, but business, however, does not seem to be so plentiful.

D. E. Salomon, of W. Dittenhoefer & Co., left with "pack and sack" yesterday for a week's outing among the cigar manufacturers of Pennsylvania.

L. G. Haeussermann has just written his house here from Amsterdam, Holland, where he will attend several inscriptions of Sumatra tobacco.

M. B. Arndt, with J. Hirschberg & Bro., is again on the road, and sent his last report from St. Louis, where a fair share of business was done.

Visitors in the leaf trade during the week included Max Herzog, of P. Dennerlein & Sons, D. Kolberman, with J. Lichtenstein & Co., Chas. Lederman, of Chas. Lederman's Sons, H. Fisher, with A. Cohn & Co., all of New York, and Geo. Gibson, of Sneeringer & Co., Baltimore, Md.

United Stores Co's. First Store

Now In Operation in Philadelphia.

The United Cigar Stores Co. is now operating its first store in Philadelphia. It is located on a prominent corner, and the incidents which led to the disclosure of the fact were rather peculiar coincidences.

Some time ago a salesman representing a New York cigarette man-

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE, 191 Fulton Street, NEW YORK.
Factory No. 1, TAMPA, FLA.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St. NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES: Kerbs, Wertheim & Schiffer, Hirschhorn, Mack & Co. Straiton & Storm, Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I. M. JACOBY
I. J. SCHOENER & CO.
IMPORTERS & EXPORTERS
LEAF TOBACCO
102 WATER STREET, NEW YORK.
CABLE ADDRESS "TACHUELA"

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N.Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Thos. E. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co; Corning, N. Y.: W C. Sleight.

BROTHERHOOD CUT PLUG
Highest Grade
Is now sold by over 600 Retail Dealers. **Strictly Union Made.**
The Hoch Tobacco Co.
Office, 248 N. 8th St., Philadelphia.

Good reports are coming from Ohio regarding the new goods which are now being offered, but Connecticut has not shown up quite so well. One Philadelphia firm who had a representative in that district lately, reported that the percentage of damaged goods was higher than had been anticipated. They had packed but a limited quantity, however.

Sumatra has been selling more or less freely, but in small lots only.

Havana has remained at least firm. Sales have been in moderate sized lots.

EXPORTS.

Liverpool, 60 hhds. leaf; 70 hhds. strips.

New York Leaf Market.

The week ending September 20 was a good one in the New York market. Business was brisk and all types of leaf shared in the movement.

Competition via Imitation

PHILADELPHIA, Sept. 23, 1902
EDITOR THE TOBACCO WORLD:

Permit me to announce through your valuable columns that an unscrupulous manufacturer is trying to place upon this market a cheroot under a title so closely like "Match-It" that the trade cannot fail to recognize it as an attempt to deceive the consumer.

This is evidenced by the fact that the goods are put up similarly in every way, except that the bundle consists of three, and the retail price is 5 cents, whereas "Match-Its" are put up only in packages of five and retail at 10 cents and have a genuine imported Sumatra wrapper. It is announced by representatives of this manufacturer that their —— are the same thing as "Match-It," only that they are put up in packages of three each.

The methods resorted to in attempting to market the goods, and the statements and misrepresentations made are such as no self-respecting merchants would resort to, and I will thank you to give these facts the widespread publicity through your columns which they deserve. Respectfully yours,

F. B. ROBERTSON.
1129 Ridge Avenue.

Jas. S. Phelps, Jr., has been elected a director of the Louisville Tobacco Warehouse Company, at Louisville, Ky., to succeed Mr. Casseibury Dunkerson.

PHILA. LEAF MARKET.

The local leaf market is in a fairly satisfactory condition. Connecticut has again been given considerable attention by several of our larger packers, who report an active trade. Several lots of Pennsylvania Broad leaf have also changed hands. Samples are being drawn of the new Wisconsin.

ufacturing concern called on a certain well-known jobbing house of this city and tried to induce them to handle a new line of Turkish cigarettes in the State of Pennsylvania. The house referred to, however, did not give the matter favorable consideration, and the salesman promised to leave it open for some weeks. This was shortly before reports of the advent of the United Cigar Stores Co. in this city were circulated. Shortly after that several packages of these goods, consigned to the United CigarStores Co., were received in this city by express, and in the absence of a definite street number, were delivered to a business establishment in the immediate vicinity of the store which is now operated by the United Cigar Stores Co. This neighboring dealer was somewhat at a loss as to where to send the expressman, but suggested that they be taken to this certain corner, which was done. The goods were received and have been placed and are on sale there to-day. Recently Cubanola and such goods were also offered at retail, seven for twenty-five cents.

The expressman is authority for the statement that the goods were delivered at the address referred to, and the incidents relating to the identification of this line of goods are but added evidence that this establishment is under the control of the United Cigar Stores Co. It is their first establishment in this city, of which it is said there are to be many more.

Notwithstanding the fact that the presumed proprietor of theestablishment denies that the business has been sold out to the United Cigar Stores Co., he has failed to give satisfactory explanation regarding the peculiar incidents involved in the delivery of the cigarettes as above set forth, and in its absence it can be fairly considered that the place is now under control of the United Cigar Stores Co., but their identity is still withheld for purposes better known to themselves.

A Pennsylvania Leaf Establishment.

The above cut is an illustration of the establishment of B. S. Taylor, at Yoe, Pa.

Mr. Taylor has been engaged in the cigar manufacturing trade for some years, but of late has giving special attention to the leaf tobacco business, and has becomethe largest handler of leaf tobacco in his section of York county, supplying manufacturers for many miles around. He handles every variety of leaf, both domestic and imported, and so arranges his stock that he can accommodate his customers with anything that they may want, in large or small quantities.

Some months ago the present building was completed, and has given him greatly increased facilities in conducting a rapidly growing business.

In addition to the principal warehouse, which is of good size, and commodious in every way, Mr. Taylor also has storage facilities in adjoining building.

Lionel Simpson Ill.

Lionel Simpson, a well known cigar salesman, and for many years with the firm of Morris Jacoby & Co., of New York city, is reported to be dangerously ill of Bright's disease of the kidneys.

Max Adler Back.

Max Adler of the firm of Leonard Friedman & Co., returned from Europe on the steamer Zeeland on Sunday last. Mr. Adler has enough tan on his cheeks to stock a shoe factory, and an embonpoint that would make an alderman green with envy. He says he got them both at a summer resort in Switzerland where there were no trees, only sun and air and good food. He says he got rid of his embonpoint in his morning exercise but took it on again in the evening. He says he is now prepared to receive his American trade and sell them selections out of the fine Sumatra he bought in Amsterdam and Rotterdam.

Clarence Felt and E. N. Cole have opened a new cigar factory at Mason City, Ia., under the firm name of Felt & Cole. Both were formerly in the employ of Dimmick & Wrate, of the same place.

LANCASTER'S REPORT.

Lancaster, Pa., Sept. 23, 1902.

The local leaf market has been fairly active during the past week, and fair trading has been the rule. The noticeable improvement in the cigar manufacturing trade of this and adjoining counties, has been beneficial to our leaf dealers, who did a satisfactory volume of business.

The county fair which was held here last week was largely attended, and our enterprising retailers were benefited.

The packers who have not already given their attention to buying the new crop, are still busy sampling, which is coming out generally satisfactory. It has thus far developed less than the usual amount of damaged goods.

The farmers are housing the new crop as rapidly as possible, although at this writing there is still considerable in the field, but by the end of the present week it will have been pretty well taken care of.

The buying of the new crop is continuing, and it is conservatively estimated that about 2,000 acres have been contracted for by representatives of the United Cigar Manufacturers. The prevailing price has been 8 and 2 cents, though

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco** AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

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M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Use Arnold's No. 6 Tobacco Cipher. **Hopkinsville, Ky.**

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

J. L. & M. F. GREENE,

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

TELEPHONE WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.

Nos. 121---123 W. Front Street,

CINCINNATI, OHIO.

The Tobacco World
Trade Mark Department
Register Your Brands

several crops were taken at a higher figure.

Several local packers have also commenced driving, but are buying more slowly than their rivals.

R. S. Stauffer, a cigar manufacturer formerly at Akron, but who removed to Columbia some time ago, has removed his factory and family to Akron.

There is Strife in Buffalo.

A severe fight between the United Cigar Stores Co. and the Samuel B. Welsh Consolidated Stores Co. is promised.

It is proposed to organize the Samuel B. Welsh Consolidated Stores with a capital of $250,000. It is also reported that an understanding has been had with the American Tobacco Co. whereby Mr. Welsh is to be at the head of the company bearing his name, and that his company is to be the outlet in Buffalo for the American's goods. Branch stores are to be estabiished throughout the city.

At the Flat.

Mrs. Uptowne—Whom are you going to give those cigars to?

Mr. Uptowne—To the janitor, so that he'll give more heat next winter.

Mrs. Uptowne—Why, I thought I heard you abusing him terribly about that very thing this morning

Mr. Uptowne—My dear Alice, you don't think I dare address the janitor like that? I was talking to the owner.—Judge.

NEWS NOTES.

On the steamer Ulo, leaving Havana Sept. 6, for Mobile, Ala., were 26 bales of Havana tobacco, consigned to the Hooker Cigar Co., of Minneapolis, Minn.

The steamer Chalmette, sailing from Havana for New Orleans on Sept. 15, carried 108 bales of Havana tobacco consigned to Sutter Bros., Chicago.

The cigar store of Michael Dwyer, at 34 Water street, Cleveland, O., was robbed recently, and twenty-six boxes of choice cigars carried off. No clue to the perpetrators has been discovered.

A. G. Benson has bought Isaac Marks' cigar and tobacco business, at Spokane, Wash.

Warren Scott and Chas. St. John have opened a new cigar store at Wilkesbarre, Pa.

Charles Holm has discontinued his cigar and tobacco store at Nezperce, Idaho.

P. W. Stearns has started a cigar store at Sumpter, Ore.

SOL. LOEB. S. S. SWARTZ.

To the Trade:

We now offer the most complete line of our own importation of

SUMATRA TOBACCO

we ever imported.

The selection of goods suitable for this market was most carefully conducted by our ***Mr. SOL. LOEB,*** and he considers these purchases ***The Best he has handled*** in his fifteen years' experience in importing Sumatra.

THE PRICES of these tobaccos are ***Certainly the Lowest,*** and we have ***Ample Proof of their Quality*** from members of the trade who have tested and used them.

Let us ***Submit you Samples*** of our line
and ***Quote you Our Prices.***

LOEB-SWARTZ TOBACCO CO.

Importers,

No. 125 North Third Street,

PHILADELPHIA.

THE CONCLUDING THIRTEEN CHAPTERS

—OF—

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS.

Following are the Dates of Publication of the concluding thirteen chapters of The Comic History of Tobacco:

Chapter 40—October 1:
A TRUE DEVOTEE,
By Louis Ash, of Louis Ash & Co.

Chapter 41—October 8:
WHAT, WE LAZY?
By Sol Rosener, of the Havana-American Co.

Chapter 42—October 15:
THE TRUTH-COMPELLING COIN,
By Frank Ruscher, of Ruscher & Co.

Chapter 43—October 22:
"OF AN AMBER SNUFF-BOX VAIN,"
By Harry W. Bremer, of Lewis Bremer's Sons.

Chapter 44—October 29:
THE BLEST TOBACCO BOYS,
By James M. Congalton, of C. C. Hamilton & Co.

Chapter 45—November 5:
NO KIN TO BACCHUS,
By Joseph Kraus.

Chapter 46—November 12:
THE FOOL AND THE FINANCIER,
By Chas. J. Waxelbaum, with A. Cohn & Co.

Chapter 47—November 19:
TOBACCO INDUCEMENTS TO THE NEGUS,
By Isaac Meyer, of Isaac Meyer & Co.

Chapter 48—November 26:
ORLENKA'S WOE.
By Jos. C. Heymann, of T. J. Dunn & Co.

Chapter 49—December 3:
TOBACCO ACORNS,
By Stanley J. Winget, of the Winget Machine Co.

Chapter 50—December 10:
IMMUNE FROM THE TAX-GATHERER,
By S. L. Johns.

Chapter 51—December 17:
A GREAT LADY NOVELIST'S
CROWNING ACHIEVEMENT,
By D. J. Vlasto, of the Anglo-Egyptian Cigarette Co.

Chapter 52—December 24:
THE IMMORTALITY OF JEAN NICOT,
By Roger G. Sullivan.

TOBACCO TRADE DIRECTORY and REFERENCE BOOK

—1902—

A Useful and Handy Volume for Your Desk, if you are

A Cigar Manufacturer,
A Tobacco Manufacturer,
A Jobber in Cigars or Tobacco,
A Broker,
A Cigar Box Manufacturer,

or are in any other way identified with the Leaf, the Cigar or the Tobacco Trade of the United States.

The LISTS of Cigar Manufacturers, Tobacco Manufacturers and Leaf Tobacco Dealers of Pennsylvania, of the Wholesale Dealers and Jobbers of the United States (including Wholesale Cigar and Tobacco, Grocery, Drug, Liquor and Confectionery Dealers), of the Cigar Box Manufacturers of the United States, and of Specialty and Supply Houses, are

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E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
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17

TIN METAL MUSLIN GLASSOID ALUMINUM

EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
114 Penn Street,
W. J. BAILEY, Manager. READING, PA.

CELLULOID ENAMELOID OIL CLOTH NICKEL CARDBOARD

Arrested for "Stuffing."

Two More Conspicuous New York City Dealers in Trouble.

George G. Tyson, vice president of Tyson & Co., a corporation which operates cigar stands in the Fifth Avenue Hotel, the Gilsey House, the Hotel Savoy, the Murray Hill Hotel and several other of the leading hotels of New York city, the Waldorf-Astoria excepted, was arrested by John W. Sinsel, Revenue Agent in charge at New York, charged with refilling boxes which once had held well known brands of cigars manufactured at Havana, Cuba, with cheaper goods made in exact imitation of the originals, and manufactured at Key West, Fla. Another complaint charging Mr. Tyson with failure to "destroy utterly" internal revenue stamps on cigar boxes was made. Mr. Tyson was arraigned before U. S. Commissioner Hitchcock, and after pleading not guilty was admitted to bail in the sum of $2,000. Mr. Tyson is reported to have said that it was George J. Bascom, president of Tyson & Co., who had charge of the cigar business at the stands conducted by the corporation, which also does a very large business in newspapers, books and theatre tickets.

For such privileges as it enjoys the corporation pays very high rentals to the hotels. In one or two of them the annual rental is $20,000, while in most of them it is $10,000.

Mr. Bascom was arrested on September 17, and he too was admitted to bail in the sum of $2,000. Chas. E. Hess, of Hess & Holstein, of 52 Pine street, is counsel for both the arrested men. At his request the hearing, which had been set down to take place before Commissioner Hitchcock on September 22, was postponed for a few days.

It is as well to mention here that the hearing in the case of Morgan Marshall, who was arrested for box stuffing in August, and which has been twice postponed, will probably take place on September 25. Mr. Marshall is reported to have said that he has already settled the case.

The arrest for box stuffing of the three persons above mentioned has aroused the keenest interest of all cigar smokers in New York. Each of the accused is presumed to be innocent, of course, until he is proven guilty, and, equally of course, each may settle the matter with the government without a hearing and without prejudice to himself, as was explained in The Tobacco World's report in the case of Morgan Marshall. Nevertheless, no matter what the disposition of these cases may be, two things appear to be reasonably certain as the result of these arrests. One of them is that buyers of imported cigars will scrutinize every cigar offered them with great care, and the other is that "empties" from the clubs will not be as commonly on sale as they have heretofore been. It may also happen that revenue officers will investigate the books of certain cigar manufacturers of Key West who are suspected of supplying the box stuffers with cigars made in imitation of Havana originals. The revenue authorities are aware that the imitation cigars are shipped to the stuffers in plain boxes marked with lettering indicating the "empties" into which their contents are to go. Thus the letters H. C. P., indicate Henry Clay Perfecto; C. P., indicate Carolina Perfecto, and so on through a long shameful list. The manufacturers of these cigars are careful to affix the correct internal revenue stamp to each one of them, so that technically they are perhaps not liable to punishment That, however, is a matter which the government will probably take care of. Those who buy these boxes and who utilize their contents for "stuffing" never display the boxes in their show cases but keep them carefully hidden away in their cellars to be drawn from as their needs demand.

Revenue Agent Sinsel directed the collection of the evidence against Tyson & Co., but the work was done by two of his subordinates. Their method was this: They would go to the suspected cigar stand and wait until all but a few high priced cigars were gone from a box. Then they would go over to the stand to purchase a cigar. As is customary, the clerk would hand over the box for the buyer to look at. While examining the cigars, the revenue men would put a secret mark on the box, then buy all the cigars that happened to be left returning the box to the clerk. A few days later they would come back, ask for more cigars of the same kind, and when

SPECIAL SELLERS.

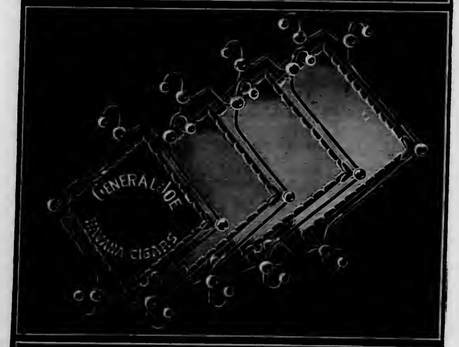
Our GOO-GOO 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock. If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,
LITITZ, PA.

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



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WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

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Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS — **GOOD STUFF**

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.
READING, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

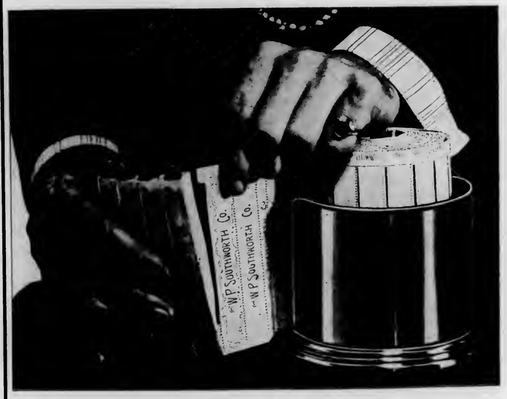
Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250.**

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.



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Sole Owners and Manufacturers,

RACINE, WISCONSIN, U. S. A.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK — KRUEGER & BRAUN — NEW BRANDS CONSTANTLY ADDED

LITHOGRAPHERS AND PRINTERS. Samples furnished on application. 322-326 East 23d St. NEW YORK.

the box was handed out look for their mark. In five cases at the Fifth Avenue Hotel they say they found the mark. The same trick was played at the Imperial and the Murray Hill Hotels.

Revenue Agent Sinsel, who has come to New York to replace Frank G. Thompson, transferred to Albany, is a much younger man than his predecessor. He began his connection with the internal revenue service in New York thirteen years ago under the famous Inspector Brooks. From New York he was transferred to Cincinnati about seven years ago. In Cincinnati he made a record for himself in putting an end to a number of whiskey frauds. He is determined to put an end to the box stuffing frauds in New York if it can be done. His offices in the Tract Building at Nassau and Spruce streets are just now clear of the 3,800 cigar boxes seized by Mr. Thompson in the Morgan Marshall case, nor has Mr. Sinsel filled them with the loot from Tyson & Co's various premises. But he means business, all the same, and the smokers of New York would scarcely be astonished at anything he may do.

An impression is general in the cigar trade in New York city that the trust has instigated the government to its activity in this matter of the arrests of conspicuous dealers for box stuffing, which would seem to indicate that the officers of the trust are very good citizens.

United Cigar Stores in Milwaukee.

Representatives of the United Cigar Stores Company have been in Milwaukee prospecting for desirable places to extend their operations. Leo Abraham & Co., The H. O. Frobach Co , Sam Kind, and Kaltman and Ellison, are among those approached.

A peculiar incident, however, lies in the fact that several dealers were approached by a Mr. M. Newlander, who hailed from Chicago, but when in Milwaukee a day or two afterwards, Mr. Hamburger, the manager of the Chicago headquarters of the company, stated that Mr. Newlander does not represent his company, which naturally created some consternation, and not a few of those approached are now all at sea.

Mr. Fay Lewis said he did not believe the United Cigar Stores Company was behind the action of the representative who had been calling on the trade.

It is probably some one who is after options, and if he ties up the city, can easily sell out.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

IF YOU HAVE ANYTHING to offer that can be used by a cigar manufacturer to any advantage, we wish to correspond with you. We are about to get out a new catalogue, and can dispose of large quantities of such goods if we will advertise them. Let us know what you have to offer. Address CIGAR MAKERS' SUPPLIES, Box 103 care of The Tobacco World, Phila. 8-27

WANTED—Experienced cigar salesman on Seed and Havana, nickel and 10c goods, for representative factory. Must be thoroughly acquainted with best retail trade in the Middle and North West. Good pay to the right man. Address with antecedents, J. J. TRACY, 2028 South 13th street, Phila. 9-10 tf

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO., Lancaster, Pa.

FOR SALE—One hot or cold air power filler dryer, two Coughty power bunching machines, two Coughty stripping machines, 5,000 M. D. & P. molds. Will sell cheap to quick buyer, as we need the room. A. THALHEIMER & SON, Reading, Pa. 9-10-tf

WANTED—Good and reliable cigar salesman, to handle line of goods guaranteed as represented, and at from $12 to $20, in Western States, New York, and the New England States. Address X. Y. Z., Box 98, care of The Tobacco World. 9-10-tf

EXPERIENCED LEAF SALESman wanted for Pennsylvania trade, by house making a specialty of Sumatra and Havana Tobacco. Good reference required. Address IMPORTERS, Box 99, care of The Tobacco World. 9-10 tf

FOR SALE —Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111. Care of The Tobacco World, Phila. 8-6-tf

SALESMAN WANTED FOR New Jersey, by established Pennsylvania factory, running on fine goods. Commission only. Address K, Box 100, care of The Tobacco World. 9-10-4t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8 6-tf

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

FOR SALE

FINE CUT and SMOKING Tobacco Plant

WE WILL SELL,

On October 1, 1902,

Our Fine Cut and Smoking Tobacco Plant, comprising the following items: **Machinery; Goods and Chattels; Office Furniture, and Trade Marks, etc.**

Item No. 1—**MACHINERY**—Consisting of one Bolter, with removable wire sieves; two No. 3 Pease Cutters, one of which is equipped for cutting "Scrap" tobacco; one No 2 Pease Cutter; one Cotterill Dryer, one Watt Dryer one Adt Granulator, etc , etc.

Item No. 2—**GOODS and CHATTELS**—Consisting of Grind-stone, Casing Tanks, Copper Kettles, Wringer, Paper Cutter, Trucks, Scales, Tools, etc., etc.

Item No. 3—**OFFICE FURNITURE**—Consisting of Safe, Bookkeepers' Desks, Typewriter, Office Desks, Letter Press, etc., etc.

Item No. 4—Use of Firm Name, Formulas, Trade Marks, Advertising Matter, Labels, Cartons, etc , etc.

For particulars, address

COTTERILL, FENNER & CO.
Dayton, Ohio.

CULLMAN BROS.

Cigar Leaf Tobaccos

No. 175 Water Street

Jos. F. Cullman. *NEW YORK*

Great Sire

A National Leader in

Five Cent Cigars

MADE BY

J. E. Hostetter,
Hanover, Pa.

Manufacturer of

High-Grade Union-Made Goods.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. **Established 1876.**

Best Workmanship The Lowest Prices

H. W. HEFFENER

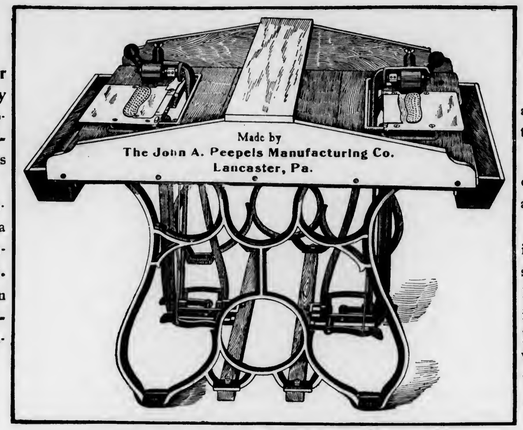
Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues
YORK, PA.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

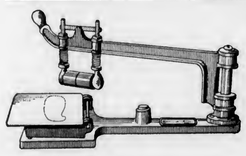
This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

The Manchester Cigar Mfg. Co. **Baltimore, Md**
Manufacturers of
"Match-It" Cheroots
The Quality of the Filler, the Fine Grade of Workmanship, and the Manifestly Superior Wrapper—Genuine Sumatra—make them
The Finest Cheroot upon the Market
Match It, if you can---You Can't
F. B. ROBERTSON, Factory Representative for Penn'a. They are on Sale Everywhere.

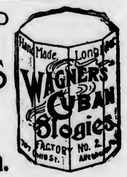
Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.


The Invincible Suction Table
Provides everything necessary for the Finest Work.
Drop a postal for circular.
WM. S. GLEIM, Lancaster, Pa.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

Sunny Jim. 13,800.
For cigars and cheroots. Registered September 15, 1902, at 9 a m, by E. H. Neiman, Thomasville, Pa.

Pannonia. 13,801.
For cigars. Registered September 15, 1902, at 9 a m, by I. Jacobowitz, Philadelphia, Pa.

All Silk. 13,802.
For cigars. Registered September 18, 1902, at 9 a m, by S. S. Watts, Terre Hill, Pa.

New Flag. 13,803
For cigars, cigarettes and cheroots. Registered September 18, 1902, at 4 p m, by M. Kleinberg, Philadelphia, Pa.

Grain Belt. 13,804.
For cigars. Registered September 20, 1902, at 9 a m, by the La Buta Cigar Co., York, Pa.

Four Brothers. 13,805.
For cigars and cigarettes. Registered September 20, 1902, at 9 a m, by H. F. Kohler, Nashville, Pa.

All Butts. 13,806
For chewing and smoking tobacco. Registered September 20, 1902, at 9 a m, by the Enterprise Tobacco Co., Reading, Pa.

REJECTION.

Jack Snipe.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

La Flor de Europa, Phoebus, Church and Chapel, Boruslaw One Calls Two, Kocian, Cuban Subrose, Carbalba, Hep Star, Tisaclear, El Rivalo, Tampa View, Havana Girl, Cumberland River, Extrano, El Renero, Crestento, Corenta, Competento, Cantocia, Key-Vesto, Starano, Gameo, El Laccia, King Vuelta, Astucia, La Weleno, Contentcia, Worldana, Aristocrata, Old Fort, John Reading, Reoko, Old Newgate, Amadon, Spanolina, H. L. H., Mussulman, Gadchu, Brown Stone, The Denver Post, The Denver News, Rimmon Rock, Great King, El Caddo, Joseph W. Folk, Colchis, Agis, El Tenesses, Ogosh, Problema, Poppea, American Liberality, English Drive, El Novellero, El Trompu, Chief Big Heart, Even Tenor, General Tone, Good Gain, Fan See, Tony Weller, Pig Pog, Dog-On-Em, La Flor de Mission, The Victor of Pea Ridge, Doppel Mops, Sally Slick, American Brunettes, Ben Brice, To Beat the Band, Peak Fine, Wm. S. Devery—Our Chief.

Imports and of Cigars Leaf Tobacco

FROM HAVANA
Per steamers Monterey and Morro Castle.

CIGARS	cases
G. S. Nicholas, New York	29
Park & Tilford, New York	29
Acker, Merrall & Condit, New York	23
Waldorf-Astoria Segar Co., New York	23
B. Wasserman Co., New York	22
Estabrook & Eatou, Boston	13
Grommes & Ulrich, Chicago	7
Duncan & Moorhead, Philadelphia	6
Sprague, Warner & Co., Chicago	4
W. A. Stickney Cigar Co., St. Louis	4
S. Bachman & Co., San Francisco	4
M. A. Gunst & Co., San Francisco	3
S. S. Pierce Co. Boston	3
D. Frank & Co., Boston	2
L. Klein & Co., Cleveland	2
H. Straus, Cincinnati	1
T. Wright & Co., St. Louis	1
M. Blaskower & Co., San Francisco	1
Total	177
Previously imported	6,716
Imported since Jan. 1, 1902,	6,893

LEAF TOBACCO	bales
S. Ruppin, New York	515
A. Cohn & Co., New York	197
S. I. Davis & Co., New York	189
D. Hevia & Co., New York	131
Calixto Lopez & Co , New York	108
Brown Bros. & Co., Philadelphia	100
Loeb-Nunez Havana Co., Philadelphia	82
E. A. Kline & Co., New York	80
Voneiff & Vidal Cruz, Baltimore	51
L. Wertheim, New York	42
Berriman Bros , New York	40
Havemeyer & Vigelius, New York	35
Fernandez & Ernst Co , S. Norwalk, Ct.	34
Crump Bros., Chicago	33
J. Bernheim & Son, New York	32
Lozano, Selgas & Co., New York	30
Hinsdale Smith & Co., Boston	25
Simon Batt & Co., New York	20
M. Kemper & Son, Baltimore	18
Hamburger Bros. & Co., New York	15
A. Moeller, New York	10
F. Schultz's Sons, New York	10
Hinsdale Smith & Co., New York	10
K. Straus & Co., Philadelphia	10
Yocum Bros., Reading, Pa.,	10
M. Coado, New York	4
Total	1,831
Previously reported	87,972
Imported since Jan. 1, 1902,	89,803

J. F. Cherry & Co. to Move.

J. F. Cherry & Co., of Lancaster, O., contemplate removing their cigar factory to Circleville, O., if the necessary number of hands for its operation can be secured. It is thought that negotiations with this end in view are about complete.

Strikes in Florida.

The cigarmakers in the Seidenburg Company's factory at Tampa, which is a branch of the American Cigar Company, walked out on a strike last week. About 400 men are out, and it is believed that the strike will be of some duration.

A strike has also been inaugurated by the cigarmakers employed at the St. Augustine factory of Garcia, Vega & Carcaba.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

LA FLOR DEL FLORES
The BEST and Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
Manufactured by
E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.
"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Corresoondence with Wholesale and Jobbing Trade only invited.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

Trade in Reading.

Frank Ream, cigar manufacturer, placed a new nickel brand on the market, last week, called the City Rusher. He reports business brisk.

Julius G. Hansen returned last week from a three months' tour of Europe. He was accompanied by his wife. They visited all of the points of interest in France, Switzerland, Germany, Austria and Holland. Mr. Hansen says he is thoroughly glad to get home.

Levi Berger, cigar manufacturer at Bernville, is enjoying a large business at present. He secured two cigarmakers in Reading last week, to help him over the present busy spell.

James T. Stanton placed a new brand on the market several days ago, called the Neversink Special. The label on the lid of the cigar box contains a picture of "Dan," the favorite old horse of the Neversink Fire Company, which was chloroformed several months ago, owing to old age.

H. D. Hackaman, cigar manufacturer at Womelsdorf, occupied his newly-remodelled home on West High street last week, which presents a handsome appearance. Mr. Hackaman's factory is very busy at present.

P. H. Hildebrand, cigar manufacturer, has returned from an extensive business trip to Boston, Mass., and Nantasket Beach. He secured a number of large orders for his Colonial Orator, a leading nickel brand he manufactures. He reports business good.

Newcomet & Newcomet, cigar manufacturers, at 1138 Franklin street, says that they have enough orders on hand to keep their hands busy until late in the fall. Their latest brand on the market is a ten-cent cigar named The New-Comet.

J. Luther Goodhart is getting up a new brand which he will place on the market very shortly. It will be named The Three Goodies, representing Mr. Goodhart's three interesting sons, Ralph, Richard and Luther, aged six, four and two years respectively. The label will bear the portraits of the children. It will be a nickel cigar, and will be Mr. Goodhart's leader.

The Fleck Cigar Company is advertising for additional cigarmakers and strippers. The former they say are scarce. Large daily shipments of the Eastern Buffalo and Smoke House cigars are made. The firm say there is an increased output for this year over the same period in 1901, and that they have no cause to complain.

Edward Ganter, cigar manufacturer, who left on a four weeks' trip to St. Louis and Galveston, Tex., writes home that he is meeting with considerable success. He says that his ten cent cigar, a new one, styled the Texas Shriner, is making a big hit in the Lone Star State, and that there is a big demand for it.

Isaac J. Goldsmith and Joseph Keller, under the firm name of Goldsmith & Keller, have embarked in the cigar manufacturing business at 749 Penn street. They conduct a wholesale and retail business, and have equipped their store room in a handsome manner. The factory is connected with long distance 'phone. The firm makes a specialty of the G. & K. brand in five and ten cent sizes, and will soon have a new brand for distribution, called Goldie's Bouquet. Mr. Goldsmith was formerly engaged in the clothing business. Mr. Keller is a cigarmaker of long experience. He was foreman of a number of factories, and carried on business for himself for some time. The firm has opened a branch store at 1043 Green street. Both are young men, and have the best wishes of many friends.

Latest News from York, Pa.

Leaf dealers here are ably sustaining the recent impetus in the cigar business and report favorably regarding large sales of tobacco to York countians.

Chas. Willis, of D. A. Shriever & Co., has been absent for a week on a successful tour through the county.

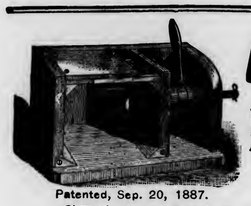
The El Orient Tobacco Co. reports an unusual amount of trade for four weeks past.

Gillen & Granat contemplate the acquirement of an additional warehouse for the accommodation of their growing business. Robert Granat has just returned from a business trip through the West.

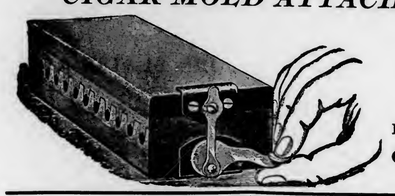
D. P. Boyer, who conducts a large retail store on Market street, has enlarged his game rooms and installed a number of tables. He claims now for his place the distinction of being the largest billiard and pool room in the city. In order to fittingly celebrate the occasion a grand opening and display was inaugurated on Saturday evening last, which, notwithstanding inclement weather, was well attended by his patrons.

Familiar faces to the trade seen at the Hanover fair in progress last week were George Gable and W. C. Smith, Windsor; Noah Gillen and Charles Willis, York; B. S. Taylor, and Cornelius Snyder, of Yoe, J. C. Heckert and W. H. Raab, of Dallastown.

Occasional visitors to this vicinity looking after tobacco trade, were J. E. Falk, of G. Falk & Bro., New


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

York, and H. E. Ney, of Benninghaus Tobacco Co., Baltimore.

A. J. Coger, made his initial trip here last week in the interest of E. Spingarn & Co., of New York. He was cordially received all around.

C. H. Roewitz, President of the Sheboygan Cigar Mold Co., of Sheboygan, Wis., was here last week.

The Winget Machine Co. is installing all new machinery, and when that is completed they will be in a better position than ever before for promptly turning out their bunching and other special cigar machinery. As it is, they shipped machinery last week to Hanover, Pa., Baltimore, Md., and Rochester, N. Y.

J. H. Stiles has lately returned from a visit to Ohio and Connecticut. He speaks delightedly of the new Ohio goods, but does not appear to entertain the same good expectations of the new Connecticut tobacco.

Some good reports are coming from cigar manufacturers in Southern York county. Emanuel Snyder, of Spy, states that he is having about all the orders that can be filled promptly.

A. C. Frey, of Red Lion, has taken possession of his new factory building.

B. F. Abel, of Hellam, is also erecting an elegant new cigar factory, which will be the largest in the place. It is 30x60 feet, three stories high, and built of brick. It will be ready for occupancy by November 1.

Several attractive window displays are being made in this city this week of the Mogul Egyptian Cigarettes of S. Anargyros, New York.

E. B. Stoner, a leaf packer at Hellam, sampled his packing of the 1901 crop this week, and found it in a highly satisfactory condition. He had only a few cases to repack. There are several hundred cases in the packing.

From Our Correspondents.

HOPKINSVILLE, KY.
M. D. Boales.

The market has ruled quiet at unchanged prices with no public offerings: all sales private and of specialstyles. The stocks are largely of medium and good long leafy tobaccos, the character of which will not appear in the new crop more than 5 to 10 per cent. These tobaccos should sell freely at present market prices, as the crop is largely leaf of short to medium lengths. I quote:

Lugs-Com. 4¾ to 5¼c; Med., 5¼ to 5¾c; Good, 5¾ to 6¼c Fine, 6¼ to 6¾c

Leaf—Com., 6¼ to 7¼c; Med., 7¼ to 8½c; Good, 9 to 10½c; Fine, 11 to 14c.

Long cigar leaf 8½ to 10½c. Spinning leaf 7½ to 10½c.

The frost of the 12th and 13th did some damage on low lands, and was quite severe in some localities. The most damage, in my opinion, was done by planters cutting green tobacco to prevent frost-bite, as green tobacco is no better nor as good as ripe frosted tobacco. The bulk of the crop is housed on account of frost scare.

Receipts for the week, 15 hhds; year, 11,775. Sales for the week, 96; year, 9,787.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 2 hhds: offerings on the breaks, 158 hhds; sales, 158 hhds.

The quality of the leaf was generally poor with a full proportion of funked tobaccos. The market ranged one quarter to one-half higher.

The Weather Bureau sent out frost reports the 12th inst., predicting frosts on the 13th and 14th. It rained the 12th, clearing off at night and severe frosts occurred on dates predicted, but although ice formed, everything was so wet that no frost damage happened except in very low places. Planters, alarmed at the weather reports, cut their crops regardless of ripeness, reducing

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
1,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf ***TOBACCO***
We have a few **B and C Fillers** left of the 1900 crop.
EAST PETERSBURG, PA.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

quantity and impairing quality. About 75 per cent. of the crop was in the field, but there was not sufficient time to cut it all, and the weather turning warm, a remnant still remains in the ground.

The crop estimates now are 60 per cent. to 65 per cent. of the yield of 1901.

The character of the crop, its reduced quantity, and probable range of prices precludes the making of any strips in this section.

Quotations:

Low Lugs	$4.50 to $4.75
Common Lugs	4.75 to 5.25
Medium Lugs	5.25 to 5.75
Good Lugs	5.75 to 6.25
Low Leaf	5.50 to 6.25
Common Leaf	6.50 to 7.25
Medium Leaf	7.50 to 8.50
Good	9.00 to 10.00

Buying in Wisconsin.

The buying of the new tobacco crop that has been going on in the Vernon county district, Wis., for a month has extended during the week into the southern growing counties. Buyers are riding freely in nearly all the growing sections. Several eastern buyers have come into the field and the American Cigar Company has its buyers out in many localities.

In the aggregate contracts have been placed for a good many hundred acres. The bulk of the sales range about 8 cents, with an occasional trade at a less figure. The growers are not particularly anxious to sell at these prices. Lately prices have been running from 8 to 12½c.

During the past week the American Cigar Company has started its buyers in Dane county, and a great many contracts are being made. The majority of the contracts made in this section are around 8c for wrapper and binder goods.

Edgerton.

The tobacco harvest about Edgerton is about completed. The crop is of large growth and has gone into the curing sheds well matured and of as sound and perfect leaf as is often harvested. None of the crop seems in any danger of being overtaken by frost this season. The weather for curing in the sheds so far has been entirely satisfactory. Contracts for possibly 1,000 acres have been placed at prices ranging from 10 to 12½ cents per pound. These figures are somewhat under those paid for the tobacco in the same district last year.

Janesville.

The tobacco crop of 1902 in Wisconsin is practically all in the sheds, there being less than 10 per cent. remaining in the fields. With another week of good weather the remainder of the crop will have been harvested. Frosts have been so light as to cause no damage to the tobacco in the fields. Every section has been visited by the buyers, of whom there are fifty riding in all growing sections. Prices in this county will average about 7 cents, ranging from 6 to 10 cents a pound.

The Chicago War.

The Chicago branch of the Cigar Dealers' Association of America met in the Great Northern Hotel last week, and decided upon some plans of action, and also passed resolutions denouncing combinations.

An alliance of 40,000 druggists throughout the country with the Cigar Dealers' Association of America, is also a part of the plan of campaign that was disclosed at the meeting last week.

A charter for the Cigar Dealers' Association of America has been forwarded to Springfield by Attorney Wilson of the law firm of Darrow & Thompson, Ashland Block. The directors are the following incorporators: Samuel Marco Charles Hoffman, Arthur Bergch, M. W. Diffley, Edward Kolman, C. E. Case, W. T. Posey and M. Collat.

"Even in advance of the incorporation," said Mr. Howe, "the new organization has been flooded with applications for membership."

The Havana House, better known as the Valentine Cigar Store, of Toledo, O., has been sold by Charles F. Stevens to Charles Fox, of Fox & McMaken.

A Leaf Boom in Havana.

There seems to be almost a boom in the Havana market, as sales during the week ending September 13 reached the total of 10,500 bales, and while it is hardly probable that the weekly transactions will continue in the same proportion, it ought not to be overlooked that, owing to the scarcity of wrapper leaf in the island of Cuba, as well as in the United States, the demand is so pressing that all the big manufacturers have judged the situation correctly and are supplying themselves as early as possible with the share that their factories will need until the 1903 crop shall come into the market. This is the whole secret of the enormous early movement in all factory vegas. That the late comers and doubters may still find some tobacco up to the end of this year is possible, still they will have to be satisfied with what the early birds rejected, or they will have to pay higher prices for suitable goods, which present holders are not willing to let go yet. Perhaps one-third of the 10,500 bales, or say 3,500, were taken by the Havana cigar and cigarette factories, and the remaining 7,000 by buyers for the United States, including a small proportion for export to Europe, about 500 bales.

Factory vegas of Vuelta Abajo and Partido, and including clean fillers, were traded in to the extent of 7,000 bales, while Remedios first and second capaduras amounted to 1,900 bales. Botes and tail ends of Vuelta Abajo and Remedios for cigarette manufacturers footed up 1,600 bales. Prices were very high for all factory goods and clean fillers of Vuelta Abajo, while only the figures obtained for Remedios and botes could be termed as reasonable.

Country Advices.

Pinar del Rio.—The firm of Garcia & Co., through their representative Don "Praviano", has purchased the well-known vegas of Don Blas Chirino in Rio Feo, Don Francisco de los Santos and Don Luciano Artidiello in Trancas, Don Arcadio Rodriguez and Don Antonio Martinez in Rio Sequito, Don Pedro Delgado in Tsironas, and Don Domingo Garcia in Barbacoas.

Henry Clay and Bock & Co. are to be credited with one of the most important transactions of the week in securing the famous vega of Don Bernardo P. de Arias, who had previously refused an offer of $38,000. Athough the exact figures are not known, it is asserted that the wrapper part was sold at $6 per carrot.

Seedbeds are said to be flourishing in San Diego de los Banos, as many people flocked to this place from Alquizar and other districts of the Partido region. On account of heavy rains no progress has been made near and around Pinar del Rio; in the meantime vegueros are preparing their farms, by breaking the ground and putting in manure, so to be ready to begin transplanting next month.

Arrivals in Havana.

Sigmund Rothschild, of Rothschild & Bro., New York and Detroit, S. Esberg, of Gunst & Esberg, cigar manufacturers, New York, as well as Marcelino Perez, of the same city and in the same line, and H. F. Stock, of the well-known firm of Kuhles & Stock, St. Paul, Minn.

Departures.

Walter Sutter, of Sutter Bros., Chicago, Lewis Cantor, of L. Friedman & Co., New York, and David Delmonte, of New York.

Havana Cigar Factories.

Nearly all factories are reporting increased orders on hand, and this movement will continue from now on till the end of this year. H Upmann & Co. bought some 350 bales of Vuelta Abajo factory vegas and fillers. The Havana Commerical Co. must have taken the same amount, if not more, and for their cigarette factories fully 1,000 bales of Vuelta Abajo botes.

U. S. Cigar Manufacturers and Dealers.

Don Facundo Arguelles, of Arguelles, Lopez & Bro., of Tampa and New York, bought, besides their previous purchase of 600 bales, 1,000 bales more of Vuelta Abajo, mostly "tierra llana" (valley tobacco), from Garcia & Co. As Don Facundo is a thorough connoisseur of fine aroma, the customers of this firm can rest assured that the previous high standard of their brands will be fully kept up.

Sam I. Davis bought, among other lots, the famous vega of Plasencia of San Luis, about 350 bales, which, after selling a few top wrap per bales and the unstrippable colas or botes part, will stand him for the clean part $120 per bale, the highest price that has been paid by an American manufacturer for years.

A. Bijur sold one top bale of Vuelta Abajo at the snug little sum of $760.

Havana Commission Merchants and Leaf Dealers.

Garcia & Co.—This firm was only founded four months ago, May 16th, but being the successor of Campano, Garcia & Co., which existed for six years, having been preceded by the firm of Santalla, Echevarria & Co. since 1889, therefore in reality the firm of Garcia & Co. may be said to have been in business for over thirteen years, although under different names. Don Manuel Garcia, the head of the present house, is still a

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

J. M. McGUIGAN
5 CENT BRANDS
Cigar Nacional
La Colonia
Cazadora
Indian Pride
MANUFACTURER OF AND WHOLESALE DEALER IN
ALL KINDS OF CIGARS and Leaf Tobacco
RED LION, YORK CO. PA.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at **Five Cents**, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

NO ROOM FOR DOUBT

It is seldom that a new article can be placed on the market in regard to which there is no room for doubt as to its value, importance and efficiency.

The DuBrul Dieless Suction Table is an exception—a notable and distinguished exception.

Here is a table which speaks for itself.

To see it in operation answers every point that can be raised against it, and silences the most prejudiced critic.

The suction table has always been open to serious objections.

Dies and rollers are responsible for these disadvantages. The dies, rollers, rolling arms, pivots, screws, collars, platens, and other mechanism require constant attention to keep them in condition to do the work; the rollers passing over the dies constantly mash them down; the rollers themselves require re-polishing and oiling and careful, frequent adjustment to the wear of the die. All this makeshift mechanism requires frequent attention, re-adjustment and repair. The die is in the way of the operator. In spite of the best attention dies always become dull and leave a white streak on the edge of a dark wrapper, marring the appearance of the cigar—the ends get mashed by the rollers and this compels the operator to tear the wrappers at these points and often destroy them in the attempt.

We have been trying to overcome these objections for a long time and we have succeeded. We have wiped them out completely and have in their place a table which is really a wonder.

There are no dies and no rollers.

The cutting is done by a circular knife which is easy to keep sharp and needs absolutely no adjustment. The cutting mechanism swings out of the way after the wrapper is cut, and the rolling plate is open and free so that the operator is not in the least hampered by any complications. It is natural to do palm work instead of finger work, and you get a hand-made cigar that cannot be surpassed in any way. You get a larger output, you have a table which anybody can learn to roll upon in a very short time, and the DuBrul Table is so simple in operation that it never gets out of perfect order, and operators will not raise the slightest objection to it, as they have always done to other suction tables, so that they will never work any other kind if they can get work on this.

We would like to hear from you about this table.

We would like to tell you more about it, and we would be glad to do so if you would take the trouble to ask us.

We still make our Die Table, admitted the best of that kind; we show it alongside of the Dieless Table at both of our offices.

When writing to us ask for booklet W. S.l

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

young man, thirty-two years of age, but having begun when only thirteen years old, he counts a business experience of nineteen years. Thorough hard work and the tact of quickly telling good goods from poor at first sight, brought him an interest in the profits of Santalla, Echavarria & Co. To-day Don Manuel is considered to be one of the best judges of tobacco in the city of Havana, and being a self-made man, he not alone understands how to purchase tobacco right from the farmers but also through inborn business tact knows how to handle the customers of the firm of Garcia & Co., following closely the saying "to live and let live", thus proving himself to be a smart business man in the true meaning of the word. Through his connection with the long-established firm of F. Miranda & Co., New York, the members of which are co-partners in the house of Garcia & Co., the latter is enabled to take advantage of engaging largely in making escojidas in the Vuelta Abajo and Partido districts, and also to sell on easy terms to its customers.

Leslie Pantin bought for one of his friends in the country 286 bales of new Remedios second capaduras and 300 bales of old Remedios.

Silveira & Co. executed another order of 200 bales Remedios the past week.

Cano y Hno. disposed of 500 bales of their Vuelta Abajo escojida to one of the Havana factories.

Jorge, P. Castaneda & Co., sold 400 bales of their Tumbadero packing to city and northern manufacturers.

Sanchez & Cueto report 550 bales of Vuelta Abajo as the week's transactions.

Walter Himml closed out 150 bales of Vuelta Abajo and Remedios.

Manuel Menendez Parra has taken the large warehouse, 87 Amistad street, and will move there during the week beginning September 15. The capacity is fully 10,000 bales.

Aixala & Co. are still hammering the iron while it is hot, and they managed to report 400 bales of Partido tobacco as the sales of the week ending September 13.

Remigio Lopez & Co. figure in the list of sellers with 300 bales of Partido and Vuelta Abajo.

Bruno Diaz & Co. follow suit with the same number and growths.

Sobrinos de Antero Gonzalez sold 600 bales of Vuelta Abajo, Partido, and Remedios.

J. Bernheim & Son were purchasers of 1,200 bales of old Remedios first capaduras.

Leonard Friedman & Co. report sales of 500 bales of Vuelta Abajo, Partido and Remedios.

Rothschild & Bro.—Don Sigmund Rothschild has been busy transferring his stock of tobacco to his new warehouse No. 144 Industria street, and says he sold 400 bales of it, shipping 155 bales by the steamship Morro Castle.

Charles Blasco, the owner of the well-known brands Vitalia and Reina del Prado, shipped 208,000 cigars by the steamship Morro Castle on September 13.

Arrivals of Tobacco in Havana.

	Week ending Sept. 13. bales	Since Jan. 1 bales
Vuelta Abajo	11,308	118,805
Semi Vuelta	625	6,463
Partidos	2,303	40,115
Santa Clara and Remedios	3,504	81,437
Total	17,740	246,820

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Thus far the weather has been very favorable for the curing of the 1902 crop of tobacco, and all of the earliest harvested has passed the stage of pole sweat, and probably only the portion cut since August 25 is in any danger from that cause. Quite a number of buyers have been looking over the ground, with a view of buying, but very few of our growers care to make any bargains without the payment of a good round sum as a forfeit, and a writing binding the packer as well as the seller, while very many don't care to make any bargains until the leaf is cured and ready for delivery. The bitter experiences of a few of the last years is well fixed in their memories. The burned child looks out carefully for the fire. So far as the leaf is cured, it shows all the elements of a first-class crop, and the growers are looking for a really remunerative crop this year. Frost has held off remarkably. The slight white frost of the 7th inst. was only seen in low places, and little if any damage resulted from it so far as I can learn, and now the crop is all housed and safe.

Our correspondents write:

North Hadley: "Tobacco is mostly housed, and a cleaner, sounder and better crop was never put into the sheds in all my experience. The early-cut is pretty well cured. So you can judge of its quality. It is fine and nice. The color is decidedly light. No buyers have shown up. It isn't likely that a pound will be sold until it is in the bundle, and then have a sale that is a sale and not a tieup, and have money enough down to guarantee the sale."

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

Mount Joy Cigar Co. Wholesale Manufacturers of **Seed and Havana Cigars**
Made exclusively from the BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses. Write for prices.
Mount Joy, Pa.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa. } WAREHOUSES: { Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Celluloid Advertising Signs
The kind that are Most Attractive, Durable and Cheap, are made by
TAGER & EPSTEIN,
476 Broadway, NEW YORK.
WRITE FOR SAMPLES AND PRICES.

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc. Tilden, York Co., Pa.

Wethersfield: "Very little tobacco left to be cut here. It is the finest, largest and soundest crop harvested for years. It is well supplied with gum, so a good sweat is assured The early cut is curing down a very nice color."

A correspondent at Hatfield writes: "We have a choice lot of tobacco this year; is free from all the usual outs. Much of it is completely cured, if we except the central stem. Buyers are all around but we don't hear of any sales. For the 1901 crop offers of 37½ to 40c for light wrappers are refused. Some running lots have been sold at 19c. No prices have been given out for the new."

North Hatfield: "Oh such a summer! And still tobacco was as heavy as the 1901 crop. When we topped I thought there would be plenty of room between tiers. Some of our crop hangs below the next tier. It is a leafy crop and is curing down fine, and of a light color. If the fine weather for curing continues, there will be no pole sweat. It is said now that they want dark colors. Report has it that shade-grown leaf has cured quite dark. One crop grown here is light; grown by Leland Wight, aud he has been offered $1.50 per pound."

Hinsdale, N. H.: "I have to report the sale of two crops of 1901 tobacco to New York parties. A. L. Taylor 3 acres at 12c, and E. C. Bartlett 1½ acres at 12c. Most of the tobacco is housed and in fine condition, without any damage, and is curing down finely."

Conway: "The tobacco crop is nearly all harvested, and is curing very fast. It bids fair to be a nice, light-colored leaf, and ought to bring a good price. I hear of one crop injured by frost the 12th inst. H. T. Newhall has about 8 acres of the 1901 crop all nicely assorted."

From Sunderland we learn that several growers are expecting to try the raising of shade-grown leaf next year.—American Cultivator.

BALDWINSVILLE, N. Y.

During the past week the harvesting the new crop has continued and a considerable proportion of it is now safely in the sheds. No sales are reported during the week and there has been but little doing at the warehouses. C. S. Mills, the local representative of Arendt & Son, shipped 30 cases to New York Monday, it being a packing recently purchased of the Wilson estate at Plainville —Gazette.

MIAMISBURG, OHIO.

The crop of this year is nearly all harvested. A frost Sunday morning scorched the top leaves in spots of wet soil on uplands, and farmers have since lost no time in hurrying the belated patches into the shed. The injury from frost was sustained mainly by the seedleaf variety, the Zimmer having previously been nearly all harvested. Farmers would do well to keep strictly separate all tobacco shedded since September 13th, and not contaminate the portion of the crop harvested earlier. The general rain on Friday last has greatly facilitated and improved the curing of tobacco in the sheds.

The crop is reported as curing satisfactorily, and some is fit to strip.—News.

EDGERTON, WIS.

The buying movement in the new crop has been transferred to the southern growing counties almost exclusively of late, where buyers are riding in nearly all sections. More than half a hundred men have been interviewing growers during the week and in the aggregate contracts for a good deal of tobacco were placed. The 8 cent mark seems to be the rallying point around which most trading is done, though sales are made both above and below this figure.

The market for old goods shows but little improvement. A better demand for export grades has developed and some fair sized orders have been received. L. B. Carle & Son report the sale of a couple of car loads to manufacturers. The sampling of 1901 packings is being carried on to some extent, and the goods are found to be in sound condition generally, though not cured as thoroughly as some others years.

The harvest is practically complete in all sections and the shedded leaf is curing quite satisfactorily.

Shipments, 1,346cs.—Reporter.

—Member of the board, going out from directors' meeting and receiving his $10 fee from the secretary—"Ah, thank you. Is this my quid pro quo?"

Secretary (a college graduate)—"Say rather your quid pro quorum."—N. Y. Sun.

PATENTS RELATING to TOBACCO, Etc.

709,209 Cigar-cutter; Joseph C. F. Dick, Belvidere, Ill.

709,266 Match machine; Wm. F. Hutchinson, Boundbrook, N. J.

709,267 Machine for boxing matches; Wm. F. Hutchinson, Boundbrook, N. J.

709,360 Cigar marking machine; F. H. Richards, Hartford, Conn.

709,369 Producing mouthpieces on cigarettes; Lewis H. Sondheim, New York city.

709,190 Dipping-roll for match-machines; Jacob P. Wright, Akron, O.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

A Frost at 111 Fifth Ave.

BY CHOLLY THE BORE.

The same being an up-to-any-old-date parody on a song now being popularized by Miss Fay Templeton.

On floor No. 2 I know them clean through,
From messengers up to the bosses;
I once got a nod from Percival Hill
So prized it made light all my crosses.

I've seen Walker smile and Fuller the while
Tell the tale of a "strike" suit's fluke—
My particular friend is an intimate friend
Of an intimate friend of Duke.

On floor No. 4 when I open the door
John Rosencrans turns deaf and blind;
And Faucette is out and McAlister, too;
And Bullard and Mason are not kind.

Kingsbury's away with Arents, they say,
So I feel like a regular fool. Ah!
My particular friend is an intimate friend
Of an intimate friend of Dula.

On floor No. 5 where the snuff magnates live
I meet my rebuffs by the score.
The cards I dispatch to the millionaires there
I am sure never get past the door.

My troubles in fact are so very severe
They threaten my soul to o'erwhelm, sir.
My particular friend is an intimate friend
Of an intimate friend of Helme, sir.

And floor No 8 is a region I hate
How those swell clear Havana chaps snub me!
Sol Rosener's so cold I wish he'd make bold
And come out of his cage and just club me.

But for all that they do to me up on that floor
I don't take no back seat from no man.
My particular friend is an intimate friend
Of an intimate friend of Homan.

And floor No. 9 I can't say is mine
Their icy deportment is too chill.
I send in my card and I sit on a chair
And I wait there so long that I feel ill.

But I live on in hopes that the day soon will come
When someone will give me a fat job;
My particular friend is an intimate friend
Of an intimate friend of Cobb.

"Credit is Too Cheap."

D. H. KIRKLAND, OF J. K. ORR SHOE CO., ATLANTA, GA.

The great anxiety to do business, the jealously of each other and the natural cupidity inherent and inborn in all of us, has brought about a state of affairs that is anything but complimentary to those who indulge in it. It never did take a great deal of money to start a store and it takes less now than ever before—credit is too cheap, and its increasing cheapness requires additional safeguards in the shape of more accurate detailed knowledge of the special conditions. Every day we show evidence of history repeating itself. On every side we hear the old story of going into business with a few hundred dollars and by the end of the year owing several thousand dollars with most of the assets outstanding. Once a retail merchant's capital is on his books, it is only a question of time for him to go under, as he can never figure on prompt collections, but is always asked to meet his maturing bills. For a little while he may manage to buy from B when his line with A is full, but in the course of a little while he becomes slow with B and must transfer to C and so on down the line until his reputation for slow pay is established and then his doom is sealed; it is only the question of what jobber or jobbers will be the victim and to what extent.

These results are of simple explanation. It is the same the country over. A retailer need never refer to a jobber; all he needs is to let an over-zealous salesman know from whom he buys his goods and the balance can be safely left to the salesman; the reasoning in the majority of cases is about as follows.

"If A can carry this account why cannot I carry it? Why should I bring the fact to A's attention that his customer is about to divert his trade to me?" Discretion, secrecy, diplomacy, if you please, is looked upon as a sound business doctrine. Information instead of being freely circulated is withheld, and sooner or later comes to the surface the startling intelligence that a bankrupt has been buying from a dozen different jobbers, has victimized them all; has had credit extended to him beyond all reason and beyond anything to which he was ever entitled.

The firm that is close and prompt in making collections may be described by its salesman, may lose an occasional customer, but in the end will make a showing of results surprising to those who still use a credit system of secrecy and self delusion, which was in vogue twenty five years ago. How surprising that merchants should not properly appreciate a system which will protect them against this class of losses. What a commentary on their judgment and business acumen it is when merchants not only fail to appreciate, but help to undermine the value of an institution by withholding co operation, which seeks to benefit them and save them from unreasonable losses.

A Whole Building on Broadway
less the ground floor (5 floors) just because we couldn't buy out the other fellow's license—but we have another factory further down.

THERE is certainly merit in the goods we make, and it is strikingly commendable that we have reached out to this extent—from a small beginning on the Bowery to a prominent corner on Broadway, employing over 400 hands—inside of two years.
What has done it? Right Prices & Know How when it comes to New Ideas in Advertising Novelties.
IF you consider anything in the novelty form of advertising, or want to exploit a new brand in an ethical way, we make novelties that will bring you publicity and the good-will of your trade at a normal cost. Write us what you want to spend; we will send samples.
Epstein & Kowarsky, 351 Broadway, New York.

Cigar Molds
Knives, Boards, Cutters, Presses, Casers, Scrap Cutters, Automatic Sprayers, Branding Machines Booking Blocks, Bundlers, Revenue Books in fact. **Everything that can be used to advantage in a Cigar Manufactory,** is illustrated in **OUR CATALOGUE No. 5.** It also contains all the latest and up-to date Cigar Mold Shapes. **Ask for it,** before you make that other fellow happy with your order at a big price. We can please you, and **Save You Money,** at that.
The Sternberg Mfg. Co.
DAVENPORT, Ia., U. S. A.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
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550 Times Sweeter than Sugar.
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Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
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Manufacturing Chemists,
92 Reade Street, NEW YORK.

LATE REVENUE DECISIONS.

Irregular Cigar Packages.

A collector submitted a box containing a number of rolls of tobacco seven or eight inches long, with a straw running through the center, and with a stamp of the denomination of 100 affixed to the box, but not properly canceled, as it did not show the factory number, district and State, or date of use, and was not branded or labeled. Similar goods found on the market will be seized.

Caution Notice Labels on Pasteboard Boxes.

In reply to an inquiry from a manufacturer of large and small cigars submitting a sample pasteboard box for inspection and ruling, it was advised that the caution notice, and the State, district and factory number, and number of cigars, could be printed directly upon pasteboard boxes used as original packages for packing cigars tax paid at the higher rate, or used as cartons in which other packages of small cigars, properly stamped, may be repacked.

Stamps for Porto Rican Cigars.

A prominent New Orleans firm of dealers handling large quantities of Porto Rican cigars recently asked that some arrangement be made by which they could buy stamps to be delivered (at the expense and risk of the Government) at San Juan, Porto Rico, to be used in stamping the cigars before shipment, as provided by the regulations; and if this could not be done they asked that a special deputy collector be detailed to receive the goods on arrival, and authorized to proceed with them to the place of destination, where they would be properly stamped. The office advised, first: That internal revenue stamps can not be sold by a collector and transmitted by him at the expense and risk of the Government for delivery in Porto Rico; second, that it would not be expedient or practical to appoint or detail an officer to go on board ship to receive unstamped cigars on arrival from Porto Rico and have them taken to the individual places of business of dealers for stamping same, and that the present regulations must be observed in such cases.

Destruction of Worthless Material.

A manufacturer, who made application to have a large quantity of tobacco siftings, stems and waste material destroyed, was advised that the same could be mixed with bonedust and sold as fertilizer or insecticide, but that no credit would be allowed against unstemmed or stemmed leaf, scraps, cuttings or clippings received at the factory and charged on Book 73, and that all such material should be reported as useless waste material destroyed, and not as leaf, scraps, cuttings or clippings destroyed. In the case of tobacco manufacturers the 25 per cent allowance includes all siftings, dust and waste material that accumulate at the factory, and when such useless material is destroyed it must be reported on monthly return, Form 62, but no credit above the 25 per cent. first allowed is given.

Coupons in Snuff Packages.

In reply to a question whether coupons may be placed in statutory packages of snuff, under the Regulations, No. 8, Supplement No. 3, the Commissioner ruled that the regulations provide that a manufacturer may place within his statutory packages containing snuff small advertising cards, coupons and certificates, which do not materially increase the weight of the contents of the size of the package, and which are intended as an advertisement of his business, and which concern the manufacture and sale of his snuff and no other business. The office has also decided that the coupons or advertising cards may indicate to dealers or consumers that the same may be returned to the manufacturer and exchanged for other articles, the distribution of which does not depend upon the event of a lottery. The sample coupon submitted was within the limitation of the regulations and rulings, with the exception that the registered factory number did not appear printed on the coupon. When corrected in this respect similar coupons may be placed in statutory packages of snuff.

Branding Cigar Boxes.

Certain cigar manufacturers have recently failed to legibly indent, stamp, burn or impress into each box of cigars of their manufacture "the number of the factory and the district and state, and the number of cigars contained in the box," but have merely printed the same thereon, and consequently have subjected the cigars to forfeiture and themselves to a heavy fine and imprisonment for each such offense, as provided by Section 3397 of the Revised Statutes. Section 3393 requires that in addition to the above branding, the manufacturer shall securely affix by pasting on each box a label, on which shall be printed the number of the manufactory, and the district and State, and the caution notice in form set out in the statute; yet in face of this statute and the regulations some manufacturers have recently used labels that omitted the factory number, and the district and State.

The Trade-Mark Registry Department of **The Tobacco World** will give you Careful Service.

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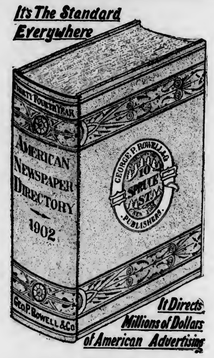

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Delivered Carriage Paid.

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Kleinberg's Chico
We regret to inform our numerous friends that we have been enjoined from manufacturing the famous CHICO cigar. Our worthy competitors, Otto Eisenlohr & Bros., claim that our CHICO is an infringement of their CINCO, and have stopped us by injunction.
Chico Cigar Co., Phila.

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Price, $1.10, Postage Prepaid.
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224 Arch Street, Philadelphia. 11 Burling Slip, New York.

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Importer and Mfr. of
Arabi Pasha
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Experienced Manufacturer.
505 South Third St. PHILADELPHIA.

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"Run of Luck"
NICKEL CIGARS
Fitzgerald & Fletcher,
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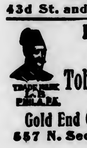

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Manufacturer of Russian and Turkish
Tobacco and Cigarettes
WHOLESALE,
Gold End Cigarettes a Specialty.
557 N. Second St., Philadelphia.

and their goods have been forfeited, under Section 3456 of the Revised Statutes, and they have incurred personally a liability to a fine of $50 for each box in respect to which such offense was committed. While it is not permissible for a manufacturer to print the required caution notice label or the required marks or branding on wooden boxes, but must attach a caution notice label and brand the boxes, the office has, under decisions Nos. 96 and 97 and subsequent rulings, decided that pasteboard or tin boxes, approved under Regulations, No. 8, page 54, and Section 3362 of the Revised Statutes, may have the caution notice label and the required branding printed directly thereon when the same is done in a legible and durable manner. This ruling, however, does not and can not modify the statute with respect to wooden boxes, which must be properly branded and the usual caution notice label securely affixed thereon by pasting before the cigars are removed from the factory.

BUSINESS CHANGES, FIRES, Etc.

California.

Santa Maria—G. M. Black, cigars, etc., loss by fire.

Colorado.

Denver—F. H. Cowell, cigars, bill of sale, $300.

Illinois.

Chicago—Mrs. Mazie Jacobson, cigars, out of business.

Rock Island—Baumbach & Bruner, cigars, succeeded by Louis F. Baumbach. ——Dubinsky Bros., cigars, sold out.

Indiana.

Logansport——Harry Denbo, cigars, succeeded by Denbo & Lamme.

Maine.

Lewiston—J. T. Linotte, cigars, voluntary bankruptcy.

Limestone—Alfred C. Leighton, et al., cigars, etc., mtged real estate $824, also sold real estate mtge $500.

Maryland.

Baltimore—Alexander Bros., wholesale and retail cigars and tobacco, closing out to discontinue.

Massachusetts.

Boston—E. F. Brown & Co., cigars, discontinued.

Missouri.

St. Louis—Enterprise Leaf Tobacco Co., file articles of incorporation; capital stock, $28,000.

Montana.

Butte—C. M. Nielsen, cigar manufacturer, chattel mtge. $950.

New York.

New York city—Gordon & Buchanan Cigar Co., petition in bankruptcy.—— Ysidro Pendas, of Y. Pendas & Alvarez, cigar manufacturers dead.

Utica—Wm. A. Dillon, cigar manufacturer, bill of sale $550.

Ohio.

Cincinnati — Julius Brinkman, cigar manufacturer, sold out.

Oregon.

Pendleton—M. Patton, cigars, sold out to J. R. Candish.

Pennsylvania.

Harrisburg—C. W. Shelly & Son, cigar manufacturers, dissolved; succeeded by E. Ray Shelly.

Scranton—Miller & Doehler, cigar manufacturers, dissolved.

Texas.

Dallas—S. Heidingsfeder, tobacco, etc., sold out to Metzler Bros. ——I. L. Kramer Cigar Co., not inc., retail cigars, sold out to Union Cigar Stores Co.

Hico—G. C. Hutchinson, cigars, dead.

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Plug and Smoking Tobaccos and Cigarettes
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
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"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
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"JACK RABBIT" Scrap—2½ ozs.
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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XL.—A TRUE DEVOTEE.

By LOUIS ASH, of Louis Ash & Co.

The late Samuel Marsh, at one time manager of several lines of ferries plying between New York and Brooklyn, was for many years, indeed, during his whole adult life, a buyer of one of my brands of cigars.

It was Mr. Marsh's custom to call for his cigars in person. He always came in his brougham, and usually chatted with me while his purchase was being wrapped up. He was a very charming companion, and I used to look for his coming with pleasure, certain that I should hear some good story, or some brilliant comment on a topic of the day.

Mr. Marsh was in the habit of buying one thousand cigars at a time. When he got ready to depart, his coachman, a very dignified colored man, would run up stairs for the cigars and then master and man would disappear.

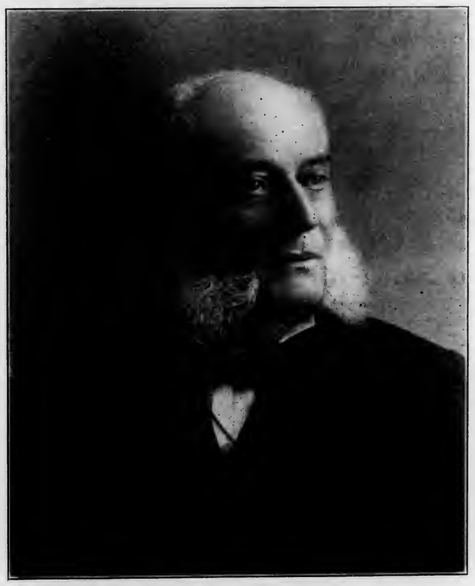
These periodical calls of Mr. Marsh continued for over twenty-five years. Once or twice, during that time, Mr. Marsh was unable to come in person and sent his coachman instead. The cigars were always on hand for him, you may be sure, for I used always to keep just one thousand of them ready.

During the last year of Mr. Marsh's life, however, I noticed that the colored man's calls for his master's cigars grew very irregular, and toward the end, so very irregular that I ceased to keep any cigars in reserve for him. The brand which Mr. Marsh affected has, I am happy to say, always been a great popular favorite, and it has been a constant difficulty with me to supply the demand.

One day, it was very hot, I recall, and I was seated by a window. I saw Mr. Marsh's familiar brougham coming up the street. The colored coachman, more dignified than of old, and by this time showing a fringe of white at his temples, stopped at my door. He dismounted and walked into my office.

"Good mawnin', sah," he said "Kin I have some seegyars for Misto Ma'sh?"

"Certainly, you can," I answered, "but you will have to wait a short while until we can put the revenue stamps on the boxes. You see, I no longer know when to expect you and so I have none ready. But I won't keep you waiting long. In the meantime here is something to smoke while I am gone," and I handed the negro a cigar and indicated where he would find matches I didn't stop long enough to note whether he lighted the cigar or not, but hurried into my stock room to



MR. LOUIS ASH.

give instructions for getting Mr. Marsh's cigars ready.

When I returned to my desk the negro was sitting where I had left him and the cigar was in his hand still unlighted. Concluding that he had been diffident about helping himself to a match, as many colored people are in matters of that kind, I handed him one out of my waistcoat pocket and invited him a second time to smoke while his master's cigars were being made ready. He shook his head very gravely, and said:

"No, thank you, sah, I don't feel like smoking just now, sah."

"But you do smoke, don't you?" I asked.

"Oh yass, indeedy, I does, sah, an mo'n's good for me at dat," and here a smile, a rather weary smile, crept into the corners of his mouth.

"More than is good for you?" I questioned. "Why, you look the picture of health"

"Oh, I'se healthy enough, sah, and yo' seegyars is mighty good ones, too, sah. All de same, sah, I'se been smoking too much."

I scented an uncommon story, and thereupon pressed him to explain himself. What he told me made clear to me that his master was surely the most loyal of devotees. The coachman said:

"Misto Ma'sh takes mighty great pleasure in yo' seegyars, Misto Ash. He do, for a fac'. He ain't done smoke nuffin' else, sah, ebber since I knows him, an' I'se been wif 'im for over thirty years. You ain' been tol', I 'spec, sah, dat Misto Ma'sh is sick, is yo'? No? He din' want you should know. He don' want none o' his friens should know, but you press me so hard dat I'se setting here like de fool nigger I is tellin' yo' all about it."

I reassured the poor chap, and made him feel, though I was deeply pained to learn his master was ill, that I should never let him know who had told me. Thereupon, the negro went on:

"It was dishyeraway," he said. "'Bout fo' months ago, Misto Ma'sh have a 'leptic stroke."

"Do you mean apoplectic or epileptic?" I interrupted.

"De las' one," he said. "He face is all drawed up an one side he mouf, and he can't talk 'cept in a whisper. He can't smoke, needer, and dat's where I comes in."

"Where you come in?" I gasped out in my astonishment. "I don't understand.

"In cose, you don't," answered the negro, "but you would if you was by when Misto Ma'sh wants a smoke."

At this point the fellow went into a fit of the chuckles. He shook from head to foot, with internal enjoyment of his joke, which he gave me to share as soon as the paroxysm was over. At the moment I was too shocked to enjoy it.

"I smoked every one of dose last one thousand seegyars, sah, and I'se got to smoke ebery one of dishyer one thousand what yo' is getting ready for me. Misto Ma'sh carn't smoke hisself, sah, and so he gits me to do it fer 'im. I'se got to smoke six o' doze seegyars ebery day. I puts my black face right near to Misto Ma'sh's and blows de smoke up his nose. If I smoke too fast he don't like it, an' if I smokes too slow he don't like dat, needer. But I'se got to smoke de whole thousand, Misto Ash, an' I hope you'll excuse me, sah, for declinin' yor hospitality dis mawnin'."

The cigars were by this time in shape to be delivered and the coachman took them away. I shall never forget the remarkable story he told me that day, nor the look of comic martyrdom on his face as he went down the stairs.

—

Next Week.—Chapter XLI:—What, We Lazy? by Sol Rosener, of the Havana-American Co.

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THE TOBACCO WORLD

Established 1881.

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No. 224 Arch Street, Philadelphia.

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OCTOBER 1, 1902.

English Eggs for Mr. Duke.

Thomas F. Ryan, a well-known millionaire financier of New York city, who has been one of the largest stockholders in the American Tobacco Company since 1898, and who is now the first Vice President of the Consolidated Tobacco Company, sailed from England for New York on September 24 It is understood in Wall street and in tobacco circles that Mr. Ryan's mission to England was to bring about a merger of the Imperial Tobacco Company, with the British Tobacco Company, the English end of The American Tobacco Company, and it is now believed that he has been successful in that object.

The Imperial Tobacco Company, of which the long established firm of W. D. & H. O. Wills, of Bristol, is the most important member, is capitalized at $15,000,000. It was formed after the British Tobacco Company had entered the field, and it rushed into a fight with Mr. Duke's corporation with a sort of blind fury. The fight in England between these two big corporations was very interesting while it lasted, and the pace they set was so very hot that many outside manufacturers lost a great deal of money. The Cope firm, of Liverpool, for instance, long one of the most prosperous tobacco manufacturing concerns in Great Britain, reported only last week that the net result of its operations during the preceding twelve months had been a loss of £606.

That the British Tobacco Company and its Imperial rival were on the point of merging, was foreshadowed at the banquet of the Wholesale Tobacconists' Association, of England, held on the evening of September 18, in London. Mr. Fraenkel, the President, said on that occasion, that friendly arrangements would soon be reached by the two big corporations.

The Tobacco World predicted as long ago as last November that Mr. Duke would win out in England It reminded its readers that nothing delighted Mr. Duke more than to have his competitors put all their eggs into one basket, because it is much simpler to annex one basket than to go after many separate eggs

If Mr. Ryan has indeed established the supremacy in Great Britain of the British Tobacco Company, he has done nothing more nor less than to make the corporations at 111 Fifth avenue, New York, with which he is associated, a world power in commerce, and has smoothed the way for them in Germany and Russia, and also in the regie countries. These vast plans are in the hands of men the most practical, and of the finest technical training, in any branch of commerce in the world. If they succeed, and there is very little reason to doubt that they will succeed, their success will redound not only to the glory but also to the pecuniary profit of the United States.

How entirely they have succeeded is told in the following cable to the New York Sun:

"London, Sept. 27.—An official statement in regard to the negotiations for the consolidation of the American and Imperial Tobacco companies, the representatives of the American and English tobacco trusts, was issued this afternoon. It confirms substantially the statements printed this morning that the British and American trusts have come to an agreement, and adds that the export business of the Imperial Tobacco Co. (the British trust), and the American Tobacco Co. (the American trust), has been amalgamated. A joint company is in course of formation to be named the British-American Tobacco Co., which will compete for trade in other parts of the world.

"It is understood that J. B. Duke, R. H. Walters and Thomas Ogden will be elected on the board of the Imperial Tobacco Co., and the first directors of the British-American company will consist of Sir W. H. Wills, J. B. Duke, J. B. Cobb. H. H. Wills, W. R. Harris, C. E. Lambert, W. W. Fuller, W. G Player, C. C. Dula, H. Cunliffe-Owen. P. S. Hill, Thos. Gracey, W. B. Ogden, R. H. Walters, Thos. Ogden,

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

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Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL
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Dealer in all kinds of Seed Leaf
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LOUIS BYTHINER. J. PRINCE.
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Long Distance Telephone, 4048 A.

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LIPSCHUTZ'S "44" Cigar
The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
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Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

GRAULEY'S **Golden Rule** 5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Pent's **TAHOMA** 5c. Cigar
PENT BROS.
Manufacturers,
1119 Market St., PHILADELPHIA

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
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EISENLOHR'S **Cinco**
Philadelphia. Cigars

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

LET US SEND
you some samples. It is the only satisfactory way to test the extraordinary goodness of Our Cigars:
CHIEF RABBAN, WYOMING ELK, FLOR DE REHAN **10c.** LADY MAR, EL ORTHO, NICKNAME **5c.**
Penn Cigar Co.
723 Chestnut St. Reading, Pa.

GUMPERT'S
MANETO
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*

Factory 1839.
Pathfinder
SOLD UNDER BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

"Americanos" Cigars....High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade.
Factory, 119 S. Christian St.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

P. R. Walters, Percy Ogden and Harold Roberts.

"The transfer of Ogden's Limited will take place on Sept 30 After that date Ogden's will belong to the Imperial Tobacco Co., which will pay for its goodwill in ordinary shares, which will rank behind the 5½ per cent. preference shares. The capital of the British-American Co. will be $30,000,000

"W. W. Fuller, the attorney for the American Tobacco Co., said after the agreement had been reached at the Hotel Carlton this afternoon: 'The Americans own two thirds of the stock of the British-American company. The negotiations, which have lasted for ten days, have ended in the most satisfactory manner to us. The newspaper accounts of the successes of the Imperial Tobacco Co. over the American company have been entirely imaginary. We have never been squeezed in the slightest degree. The statement that the English company has bought immense plantations in Virginia is a pure invention. The British-American company will not attempt to do business in France, where the Government monopoly would prevent any such effort, but elsewhere in the world the company will find markets. We already have factories in Canada, Australia and Germany. These will be multiplied when necessary.'"

The Cigar Man's Alphabet.

A is an Advertiser plucky and gay,
Buys gallons of printer's ink day by day.

B is the Buyer of uncertain mood;
Let us hope he will always find your cigars good.

C is His Majesty C-i-g-a-r;
We all are his subjects. We are, yes, we are.

D is the Deal which may make or may mar,
And that sends all the high priced cigars below par.

E is the "Empties" the stuffer would fill
To wheedle the public's coin into his till.

F is the Fraud that has now come to light
And that threatens to lock up the stuffers quite tight.

G is the Government, slow but so sure,
To whose profit the stuffer's fine now will inure.

H is the Honest man poor, but elate,
That at last the bold stuffer is meeting his fate.

I is the Indian at the front door
With uplifted axe bravely guarding the store.

J is the Jay from away up the state
Who finds all cut rate cigar bargains "great."

K is the Knowing chap, citified, swell,
Who passes the cut rate store saying "Oh, h—."

L is the Label that catches the eye,
A triumph of up-to date lithography.

M is the Million you all hope to make,
And I hope so too, I am sure, for your sake.

N is the Nut the trust gives us to crack
We are all up against it, yes, every man Jack.

O is the Ore we're all trying to get;
Elusive of old, it is elusive yet.

P is the Prize that in two months or mo'
Will make some one rich with five thousand or so.

Q is the Questions the Medicine Man
Answers each week in the best way he can.

R stands for Ress-ee pross ee-tee,
Which poor little Cuba will never, never see.

$ is the dollar mark dear to our heart:
In every transaction it's by far the best part.

T is the Trust up on Fifth Avenue
That has all kinds of "dough." Has it any for you?

U is the Unction the salesman displays
When he calls on his customers on buying days.

V is the V, yes that same old green V
That makes life so pleasant for you and for me.

W is the We who make up this great trade;
Our brains and our tastes are all very high grade.

X is a "tenspot," worth just a twin V;
Hully gee! but they're "scarcelies." With you? No, with me.

Y is the Yawn that sets you to sleep
As down through these tedious rhymelets you creep.

Z is the Zenith of Prosperitee
We are said to have reached. Will it last? Wait and see.

Edward Miller to Wed.

Edward Miller, of the well-known firm of Leopold Miller & Sons, of New York city, and superintendent of the firm's factory at Glendale, L. I., is to be married, on Thanksgiving Day, to Miss Dorothy A. Elsasser, of Baltimore. The engagement reception will be held on October 12, at the home of Mr. Miller's sister, Mrs. H. Steinhardt, 140 West 70th street, New York.

In New York Last Week.

Among the visitors to the New York leaf market last week were: Phil Fitzpatrick, of Fitzpatrick & Draper, well-known cigar manufacturer of Troy, N. Y., and Wallace Pierce, of the S. S. Pierce Co., Boston's big cigar and tobacco jobbing house.

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
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OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & Co.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110 HAVANA.
NEW YORK OFFICE: 168 Water St

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of the Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

A Box Stuffer's Conscience.

NEW YORK, September 18, 1902
DEAR MEDICINE MAN:

It has occurred to me, after reading the accounts in the daily papers of the recent arrests of prominent dealers in this city for palming off cheap domestic cigars for expensive imported ones, a fraud which has now been going on for many years, that if ever those who have successfully practiced this deception in the past get a rush of conscience to the head and make quiet restitution to Uncle Sam of the revenues out of which they have swindled him. the "conscience fund" of the U. S Treasury will be enormously enriched.

I am not asking you any question —I am merely putting a case.

CLUB SMOKER.

Comment.

And a very interesting case it is, but I am very much afraid the conscience fund will never be the richer from the contributions of box stuffers, because, you see, box stuffers have no consciences. I consider box stuffing one of the meanest of swindles, and yet I cannot overlook the fact the temptation to perpetrate it is strong, persistent, and the fraud itself one of the easiest in the world to commit. All the same, I know that very many retailers who are men of character have successfully resisted the temptation and have given the public exactly what it has called for at their stores.

Fortunately for those who are rich enough to indulge a taste for imported cigars, the stories of the arrests of box stuffers in New York during August and September have been so widely read that the methods employed by the swindlers are secrets no longer. The box stuffing fraud promises to be thoroughly threshed out in the daily press, for not only are the newsgatherers who are employed on the daily papers on the qui vive for more news, but the humorists have tackled the subject and paragraphs like the following from the New York Evening Sun, of September 18, will do their own share toward putting the public on its guard:

"That cigar row only goes to show that when you paid the waiter a quarter for your cigar and thought that it smoked like a two-fer, you perhaps weren't so far wrong after all There's many a Havana wrapper 'twixt the Connecticut filler and the lip."

***

Old Central American Pipes

BELLEVILLE, ILL., September 26, '02.
DEAR MEDICINE MAN:

I picked up in a curiosity shop in St Louis the other day a singular tobacco pipe having one stem but two mouth pieces. The dealer said it came from South America and that was all he knew about it. The bowl is of red clay and the mouth piece of horn. I have been advised to write to you. Can you tell me where this pipe came from and who made it? C. A.

Answer.

Your pipe is probably of Nicaraguan manufacture, or it may have come from Honduras. The Spanish population of those two republics has a large admixture of Aztec or other aboriginal blood, and preserves many of the implements as well as customs which prevailed in the time of the Montezumas. One of the queerest of these survivals is the long pipe the smokers of Honduras and Nicaragua still affect. It is made from a shrub or a sapling which grows somewhat like the elder.

The bush is cut down and the pith extracted from the stem, which is afterwards peeled, polished, dried and painted with primary colors in barbaric style The simplest form is a straight stem from three to six feet in length. A more expensive kind is made from a stem with two terminal branches. This demands much more care in extracting the pith, and enables the owner to offer a friend a mouthpiece on one branch while he is enjoying another upon a second. Three stemmed sticks are also made, and, very rarely, four stemmed ones. These are kept as curios rather than as useful articles, and are supposed to have been employed upon especial occasions in the days of the Incas.

The bowl is of red clay, gray clay or sandstone, and the mouthpiece may be of bone or horn or decorated silver and amber. The length of the stem causes the tobacco smoke to cool appreciably in its passage from the bowl to the lips, and gives a taste almost as mild as that produced by the Oriental nargile. These pipes make very pretty ornaments for a mantel or for a wall, being much more pleasing to the eye than the "churchwarden," familiar to all smokers. They are strong and durable, but unless oiled or varnished now and then, they are apt to split in a dry climate. Collectors make it a rule to oil them on the inside once a year.

***

Tan-Pa-Ku.

OAKLAND, CAL., September 21, 1902
DEAR MEDICINE MAN:

To decide a wager, please tell us if the word for tobacco is the same in Chinese and Japanese.

JACK ROSE and NEWSBOY.

Answer.

They are not the same. The Chinese call tobacco Tan-pa-ku, while the Japanese call it Tabaco, as the Portuguese taught them to call it early in the seventeenth century. In both countries, however, tobacco is variously phrased, "the heavenly fragrance," "the queen herb of the rude barbarian," "the divine root," "the blossom of fragrance," "the herb of long life," "the life-strengthening herb," "the friend of leisure," "the herb of constant pleasure," "the herb of amiability," "the herb of love," "the herb of wise reflection," "the soul-reviving herb." There are, however, two depreciatory Chinese and Japanese names for tobacco—"fool's herb" and "poverty herb."

***

Anti-Smoking Laws in Harrisburg.

HARRISBURG, PA., Sept. 26, '02
DEAR MEDICINE MAN.

What was the date and the text of the old anti-smoking ordinance in this city about which I have heard a number of old men in this city speak. A U. C. M. EMPLOYE.

Answer.

The ordinance was passed in 1829, and was as follows:

"Whereas, The frequent use of cigars in the streets, lanes and alleys of the borough in the evening renders insecure every man's house and stable, and much danger is to be apprehended from fire, therefore be it ordained, etc., that after the due promulgation of this ordinance it shall not be lawful for any person or persons to use or carry along any of the streets, lanes or alleys in this borough a lighted cigar or pipe after sundown, under the penalty of $1 for every such offence."

***

Father Charlevoix on the Calumet.

SOMERVILLE, N. J., Sept. 27, 1902
DEAR MEDICINE MAN:

Can you readily print what it was the Jesuit priest, Charlevoix, said of the old Indian custom of smoking the pipe of peace? EARL.

Answer

Certainly I can. He said: "The custom is to smoke the calumet when you accept it, and perhaps there is no instance where the agreement has been violated, which was made by this acceptation. To smoke in the same pipe, therefore, is a token of alliance, is the same thing as to drink from the same cup, as has been practiced at all times by many nations.

"When approaching strange and perhaps hostile tribes, heralds and travelers used large pipes with long stems, gaily painted and adorned with the beads and wings of birds, as a passport to insure their safe passage through the domain of the strangers."

***

The Pipe Industry of Germany.

GLENDALE, L. I., Sept. 28, '02
DEAR MEDICINE MAN:

One of my friends who works in W. Demuth & Co's pipe factory was holding forth last night on the magnitude of the pipe industry of Austria, his native country. He maintains that Austria manufactures and exports more pipes than Germany. I told him I thought he was wrong, and we agreed to leave the matter to you. FELIX B.

Answer

Your friend is wrong, for Germany manufactures and exports more pipes than Austria. The town of Ruhla, in Thuringia, is noted as being the locality where the largest proportion of German pipes are manufactured, and these are exported, it may be said, to all parts of the world. The German papers give some remarkable data as to this industry, as carried on at the Ruhla works, showing that for some years past the annual production of bowls, independently of stems or handles, amounts to 540,000 meerschaums and nearly 5,500,000 of imitation meerschaums; the total of wooden bowls produced is not far short of 5,000,000, while the average number of that popular variety, the china pipe, attains the prodigious number of between 12,000,000 and 13,000,000, of these about 9,500,000 being of common porcelain and the remainder of fine ware. But in addition to these there are also produced some 15,000,000 of pipes made of other materials than those enumerated above. The same manufacturers are engaged in turning out annually 15,000,000 of pipe stems of different kinds, also millions of "accessories", such as flexible stems, chains, stoppers, etc. THE MEDICINE MAN.

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General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

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Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Angeles 10, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
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Egido Street 2, *HAVANA, CUBA.*
P. O. Box 431. *Cable: "Suarco."*

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
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(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

Fresh News from Havana.

The transactions in the Havana market for the week ending September 20 showed a decided falling off in volume, as from 10,500 bales for the preceding week they shrunk to 6,000 bales, and still prices are as high as ever and the demand for all desirable factory vegas and clean fillers remains as keen as heretofore. The only reason why the same number of bales was not turned over may be looked for in the diminished supply, and by comparing the weekly receipts from the Vuelta Abajo, Semi Vuelta and Partido districts with the previous eight days there is a falling off amounting to nearly 44 per cent., or in actual numbers of 6,199 bales, and this explains all. In fact, as a large part of the receipts of Partido had been sold previous to arrival, by comparing the tobacco arrived from the Vuelta Abajo alone, the percentage is 64 per cent. or 7,242 bales This evidently seems to indicate that the bulk of this year's crop from the Vuelta Abajo is already in the warehouses in Havana, and that the stocks still held by farmers and the various escojidas cannot be very large in amount.

The 6 000 bales sold comprise 2,800 bales of Vuelta Abajo factory vegas, fillers, and tail ends, 1.700 bales of Partido wrappers and fillers, and 1,500 bales principally of old Remedios. As far as countries are concerned, the United States took 3,200 bales, Havana cigar and cigarette manufacturers 1,500 bales, and exporters to Europe 1,300 bales.

The feature has been that old Remedios have received more attention from dealers as well as manufacturers, and, considering the difference in prices between the best first capaduras and Vuelta Abajo fillers, certainly the former ought to prove more advantageous to the manufacturers. With the close competition existing nowadays the cheaper article is bound to find more takers, and very likely will be exhausted sooner than the dearer one, and particularly as this year's Vuelta Abajo crop is still very backward in its curing and could not be shipped north perhaps before next spring, while the old Remedios is by this time thoroughly cured and mellow enough in taste to be employed as a substitute for Vuelta Abajo.

The 1903 Crop.

Already a commencement has been made in transplanting by one veguero in San Juan y Martinez, Don Antonio Garcia, who has set out 40,000 plants and will complete the transplanting of 300,000 seedlings during the week ending September 27. The majority of planters in the Vuelta Abajo and Partido districts expect to start operations in setting out plants between October 1 and 15, and this ought to insure a large temprano crop, provided unfavorable weather conditions (too heavy rainstorms) do not disappoint present hopes and calculations. If Don Antonio Garcia meets with no setback he expects to be able to make the first cutting on November 15, a very early date indeed. Everybody in the island of Cuba is wishing for a temprano crop, as invariably the early grown tobacco has turned out to be silky in leaf, glossy in colors and fine in aroma, and, as for the last four years we have had only tardido, or late grown crops, it should be about time to have a good crop again; but is this the weather clerk's opinion also? that is the question.

Arrivals in Havana.

S. Hart, of Hart & Murphy, of St. Paul, Minn., the pioneer cigar manufacturing firm of the West, accompanied by Mrs. Hart, Don Celestino Vega, of Chicago, Ill., and Don Carlos Behrens, of Sol factory fame, the last mentioned of whom returned from his European business tour loaded with orders.

Departures.

Sam I. Davis, of Sam I. Davis & Co., H. Esberg, of Esberg & Gunst, Don Marcelino Perez, Geo. W. Nichols, all of New York, Don Celestino Vega, of Chicago, Don Bruno Diaz, who left upon a short business trip for New York, and Sidney Goldberg, of S. L. Goldberg e hijos, who is taking a short vacation to get rid of malaria.

Havana Cigar Factories.

The movement is increasing with all larger and smaller factories, as orders are plentiful, not alone by mail but also by cable, this indicating urgency in the filling of same. Exports by the steamer Mexico which left September 20, were over 4,000,000 alone. The great drawback that the manufacturers in Havana have to battle with is the crude state of the new leaf and the absence of sufficient old fillers to make the right "liga."

Really, most of them are 'twixt Scylla and Charybdis, between the devil and the deep sea as to what to do. If they fill the pressing orders and employ the uncured fillers, they may temporarily benefit themselves, but complaints will come in later

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on
During the Month of December, 1902?
(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3 00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest		$5,000 00 in cash
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00 "
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00 "
To the	10 persons whose estimates are next closest	($500 00 each)	5,000 00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5,000.00 "
To the	25 persons whose estimates are next closest	($100 00 each)	2,500 00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00 "
To the	100 persons whose estimates are next closest	($25 00 each)	2,500 00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20 000 00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00 "
To the	30 000 persons whose estimates are next closest we will send		
35.213	to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75.000.00 "
	35,213 persons		$142,500.00

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates
(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 00 Tax per thousand, for which Stamps were purchased, appears below.

In December, 1900—467,092,208 Cigars. In January, 1902—466,983,717 Cigars. In April, 1902—516,835,163 Cigars.
In December, 1901—479,312,170 Cigars. In February, 1902—445,495,483 Cigars. In May, 1902— 523,035,507 Cigars.
In March, 1902—516,599,027 Cigars.

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.

Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
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OFFICES:
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AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

Bridat, Mont' Ros y Ca
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam. Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

in large numbers and the reputation of their brands may suffer, while by not filling the orders they will lose the trade now, and it might be hard to regain it later on, as in the meantime less scrupulous manufacturers will be only too glad to execute all orders they can lay their hands on. Some of the big and also quite a number of the smaller factories fortunately have looked out in time and still possess enough old fillers to be able to work them to their advantage at the present time. H. Upmann & Co., Behrens & Co., of the Sol factory, Henry Clay and Bock & Co., H. de Cabanas y Carvajal, Viuda de Jose Gener, Ramon Allones, Romeo y Julieta, La Flor de J. S. Murias & Co., Flor de Partagas, Segundo Alvarez & Co., successors to Juan Lopez, and others too numerous to mention, are all said to have enough old fillers on hand.

H. de Cabanas y Carvajal bought 222 bales of Vuelta Abajo factory vegas, but are now fully supplied and will stop buying any more for the present. H. Upmann & Co. also report no further purchases, while the Havana Commercial Co. is still said to be in the market for more leaf, likewise the Henry Clay and Bock & Co. The factories controlled by Rabell, Costa & Co. are in a good position, as they can draw their supplies from the vast stock of this large and powerful concern.

High Life had a good week receiving large orders, particularly for fine sizes.

U. S. Cigar Manufacturers and Dealers.

Sam I. Davis reports his total purchases as 1,600 bales, to keep up the fame of his El Sidelo brand for the next twelve months. Henry F. Stock is only able to say that he secured 500 bales of the best Vuelta Abajo and tumbadero factory vegas, but he is not finished yet. Geo. W. Nicholls, H. Esberg, Marcelino Perez and Celestino Vega are satisfied with their purchases.

Havana Commission Merchants and Leaf Dealers.

Manuel Menendez Parra shipped 1,462 bales of various kinds of tobacco per Spanish mail steamer Cataluna for Spanish contractors, to Coruna and Santander.

J. F. Berndes & Co. purchased 1,000 bales of Partido leaf for the Austrian Regie, and a few hundred bales of Remedios for export to Europe.

Sutter Bros. are receiving and shipping large lots of tobacco every week.

Garcia & Co have several trades pending, but do not wish to report them yet.

Cano y Hno. have nothing left but their Vuelta Abajo packing, and they are in no hurry to close this out.

Jorge, P. Castaneda & Co. sold 150 bales of their high class tumbadero wrappers, and in dollars and cents their sale might be worth more money than 500 bales sold of mixed wrappers and fillers.

Bruno Diaz & Co —Don Bruno, before leaving upon his trip to New York, closed 700 bales of Partido and Vuelta Abajo factory vegas during the week ending September 20.

Aixala & Co. manage to sell their new receipts from the country as fast as they arrive, and report sales of 500 bales of Partido.

Rabell, Costa & Co. report their weekly transactions to have amounted to 900 bales, sold principally to factories in Havana.

Sobrinos de Antero Gonzalez.—Don Antero only gives his weekly sales as 250 bales of Vuelta Abajo and Remedios, but it is rumored he is figuring with one party upon a heavy quantity of Vuelta Abajo leaf.

Bridat, Mont' Ros & Co. purchased 300 bales of Vuelta Abajo and Partido for their customers, and shipped a half million cigars by the steamer Mexico, principally to London and Germany.

Walter Himml has several trades pending, offers made to him being only slightly below his limit.

Arrivals of Tobacco in Havana.

	Week ending Sept. 20. bales	Since Jan. 1 bales
Vuelta Abajo	4,066	122,871
Semi Vuelta	527	6,990
Partidos	3,444	43,559
Santa Clara and Remedios	3,351	84,788
Total	11,388	258,208

Very Hot Weather in Havana

September and October are always the hottest months of the year in Cuba, but the September and October of 1902 promise to go on record as the hottest months in years. Leaf merchants returning from Havana all agree in saying that this is the fact. It is hot right straight along, day and night, and the air is not only hot but full of an enervating humidity.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

THE CIGAR TRADE FIFTY YEARS AGO.

Mr. Sol Barnett Discusses the Men and Methods of 1852.

Mr. Sol Barnett, a well known leaf merchant of 166 Front street, New York, will celebrate his seventieth birthday on October 13. He is in the enjoyment of vigorous health.

Discussing the men and methods of a half a century with a Tobacco World reporter the other day, Mr. Barnett said that his connection with the cigar trade began in his early youth in the factory of Wooley & Co., of Sheffield, England. This firm is still in existence. Mr. Barnett, who was born in Woolwich, Kent, went up to Sheffield to learn cigarmaking in Wooley's factory In those days in England apprentice cigarmakers were required to pay to their masters a large sum for their instruction. The senior Barnett paid the initial fee, but later, when £200 additional were demanded, father and son demurred and the son took steamer for New York where he could pursue his chosen trade and earn money while doing it.

The young man, upon his arrival in this country, went at once to Cooperstown, N. Y., where he secured employment in the shop of Jacob Klopstock. After a year in Cooperstown he came to New York city and worked in various factories, among others in that of Mr. Rapp in Houston street.

"From there," said Mr. Barnett to the Tobacco World reporter, "I went to Brand & Klopstock at Bleecker street and Bowery. The Klopstock of this firm was the same man for whom I had worked in Cooperstown. He had bought an interest in the New York house but continued his manufacturing business in Cooperstown. Julius Brand, of Brand & Klopstock, conducted a cigar store in the building at Bleecker street and the Bowery and it was while serving customers behind the counter there one day that I had one of the great successes of my early career, though, I'm a little sorry to say, the pecuniary profit was my employer's and not mine: I actually sold twenty of the finest imported Havana cigars we had in the shop at 5 cents each! Think of it, one whole dollar for twenty of the finest cigars Cuba could send to New York! Doesn't it sadden you to think you can't get the same thing for the same money to-day? But fifty years ago dealers paid only $18 a thousand for the fine sizes of Cuban cigars and retailed them at 3 cents each. But that day in Julius Brand's cigar store, while I was serving customers behind the counter, an inspiration came to me to ask more and I was undoubtedly the most astonished young man in New York when the money was paid over without a murmur from the buyer.

"Please remember that I was not a retail cigar store clerk but a working cigarmaker, and I made cigars for many of the well-known manufacturers of the early fifties. Among others I worked for the Marquis de Sharkey, the Benrimo Bros. and the famous 'Particular' Cohen. His shop was in Franklin Square and his real name was I. B. Cohn, but he got the name by which he was known in the trade on account of the extreme care which he insisted his cigarmakers should give to their work. That the trade appreciated his painstakingness was evidenced by the fact that 'Particular' Cohen got $7.50 a thousand for the same cigars, a small Londres, for which other manufacturers got only $5.

"In my youth I was fond of traveling and I worked at my trade in different cities. For awhile I was in the shop of Alexander Grier in Albany. Grier was an exceedingly popular man, and very prosperous. In 1854 when I worked for him I was the only foreigner in his employment. Those were the days of the Knownothings but I got along very well with everybody. From Albany I went to Toledo, O., where I worked in the shop of the well-known Calvin Bronsin. I left Toledo intending to go to Rochester, N. Y., but on the boat I happened to fall in with a charming young lawyer who lived in Port Hope, Canada. At his suggestion I stopped off at Port Hope intending merely to spend Sunday with my friend, but I stayed in Canada for ten years, for it was not until 1864 that I again came to the United States to engage in business here. At first I worked at my trade in Port Hope in the factory of Bowman & Prince. They were doing a rushing business and I recall that I frequently worked six days and three whole nights out of the week. After a while I started in business for myself in Port Hope and then moved to Toronto. As a

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J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

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Jos. F. Cullman. *NEW YORK*

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Clear Havana Cigars

"La Mia"

"Webster"

"Farragut"

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Factory, Tampa, Fla.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection

ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.

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Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.

Thos. L. Williams Co.

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THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.

102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.

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Tobacco Inspectors

Storage: 149 Water Street, New York.

Country Sampling Promptly Attended To.

Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co; Corning, N. Y.: W. C. Sleight.

manufacturer of cigars in Toronto I had such competitors as Gillott, King & Co., of Toronto and A. C. Quimby, of Hamilton. In 1861 I made a trip to New York for the purpose of getting married, but returned to Toronto at once remaining there until 1864. Upon my settlement in New York in that year I went into business with H. H. Watts at 75 Bowery. In 1866 my partner was James McCaffil, at 191 Greenwich street. In 1868 I went into business as a leaf merchant on my own account at 147 Water street.

"The summary I have given you of the past 50 years is brief I know. I have seen the cigar industry of the United States grow from tiny beginnings to its present gigantic magnitude. I have known personally most of the men who have been prominent in the cigar and tobacco manufacturing and the leaf trades during half a century, and the most striking comment I can make upon the changes that have taken place between 1852 and 1902 is this: Cigarmakers nowadays get more for making 1,000 cigars than the importers used to get for 1,000 sent from Havana to New York or Philadelphia."

Rudolph F. Vogt's Future.

Rudolph F. Vogt, formerly of the cigar manufacturing firm of Hummel & Vogt, of Louisville, Ky., but latterly with the Continental Tobacco Company, will return to his old home in Louisville, and about the middle of November or the first of December will start out in business as a jobber in cigars and tobacco there. Mr. Vogt has secured one of the largest buildings on Fourth street in Louisville and is now preparing to stock it with merchandise.

He has not yet decided upon the style under which he will do business. It is possible he will organize a corporation to be known as the Rudolph F. Vogt Co.

Mr. Vogt has been known through out his entire career as a thoroughly up-to date and aggressive man, and his future career in Louisville will be watched with the friendliest interest by the entire trade.

The C. S. Turner Company, of Wilkesbarre, Pa., has been incorporated under the laws of Delaware, to manufacture, buy, sell, and deal in cigars, tobacco, teas, and other products of domestic or foreign soil; to lease and purchase warehouses, etc. Capital $50.000.

Did Not Obey the Law.

C. R. Sundberg, proprietor of a cigar factory at 86 Maiden Lane, New York, was arrested on September 26, for having in his possession 34 boxes which had once held imported cigars, upon which the import stamps had not been destroyed in accordance with the letter of the law on that subject.

—F. D. Grave, the New Haven cigar manufacturer, celebrated the 25th anniversary of his marriage by giving an entertainment to his employes and their families, on September 20th.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

IF YOU HAVE ANYTHING to offer that can be used by a cigar manufacturer to any advantage, we wish to correspond with you. We are about to get out a new catalogue, and can dispose of large quantities of such goods if we will advertise them. Let us know what you have to offer. Address CIGAR MAKERS' SUPPLIES, Box 103 care of The Tobacco World, Phila. 8-27

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO., Lancaster, Pa.

FOR SALE—One hot or cold air power filler dryer, two Coughty power bunching machines, two Coughty stripping machines, 5,000 M. D. & F. molds. Will sell cheap to quick buyer, as we need the room. A. THALHEIMER & SON, Reading, Pa. 9-10-tf

WANTED—Good and reliable cigar salesman, to handle line of goods guaranteed as represented, and at from $12 to $20, in Western States, New York, and the New England States. Address X. Y. Z., Box 98, care of The Tobacco World. 9-10-tf

WANTED—Competent foreman to superintend several large cigar factories in Pennsylvania. Must be a man of intelligence and come highly recommended. Address, MANUFACTURER Box 97, care of The Tobacco World, Phila.

FOR SALE—Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

SALESMAN WANTED FOR New Jersey, by established Pennsylvania factory, running on fine goods. Commission only. Address K, Box 100, care of The Tobacco World. 9-10-4t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8 6-tf

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

CIGAR SALESMAN WANTED; good reference. SOLOMON BROS., 17 South Fourth St., Phila., Pa. 10-24-1t

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

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NEW ORLEANS. SAN FRANCISCO.

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ESTABLISHED 1873

J. W. REITER & CO.

Packers of **Seed Leaf Tobacco** AND

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported **Leaf Tobacco**

YORK, PENNA.

The Inscription of Sept. 30.

At the Sumatra inscription in Amsterdam, on September 30, A. Cohn & Co. secured 400 bales, the marks being L P C Padang Tjermin, Deli My. M and Senembah B K. The firm's advices are that the L P C Padang Tjermin and Deli My. M are the finest tobaccos of the season.

E. Rosenwald & Bro. purchased 230 bales Deli My. H and 140 bales of other marks.

G. Falk & Bro. secured 179 bales Medan Tab. My. K N.

H. Duys & Co. bought 123 bales of Deli My. H and Deli My. Deli Toewa.

Sutter Bros. secured 50 bales Medan Tab. My. K N.

F. & E. Cranz purchased 50 bales of various marks.

New Holiday Ribbons.

The new holiday ribbons now being manufactured by the William Wicke Ribbon Co., of 36 East 22d street, New York, are beautiful and strikingly novel. The words "Compliments of the Season" are embossed in white upon the blue, green, red or yellow ribbon. It is a beautiful clear white, but the cost is no greater than if the lettering were done in gold or silver. An artistic way to utilize these new holiday ribbons is to apply them diagonally across the lid of the box. If the lid of the box is covered with white glazed paper having a neat edging of gold, the effect is all the more attractive.

George F. Schnath Married.

George F. Schnath, Schroeder & Arguimbau's popular representative in Pennsylvania, is to be married at Bedford, Park, N. Y., this evening, October 1, to Miss Dora L. Runge. Mr. and Mrs. Schnath will depart on their wedding journey immediately after the ceremony.

Milton L. Kahner Hurt.

Milton L. Kahner, 19 years old, son of L. Kahner, of L. Kahner & Co., cigar manufacturer of New York city, was seriously injured in the firm's factory on 100th street just east of Third Avenue, at 5.30 o'clock on the evening of September 24. The young man, who is very bright and industrious, was standing in the elevator shaft on the first floor calling out some instructions to a boy upstairs. At that moment a pulley wheel broke and the elevator crashed down upon young Kahner. He received a compound fracture of the skull, and at first grave fears for his life were entertained. At last accounts, however, he was reported on the road to recovery.

Gottlieb Merz Returns.

Gottlieb Merz, senior member of the prosperous cigar box manufacturing firm of G. Merz & Son, of 209 Superior street, Chicago, reached New York on September 26, on his return from a most enjoyable vacation trip to Europe. Before leaving for his home in Chicago Mr. Merz called on a number of his friends in New York and Boston.

Michael Greenspecht Dead.

Michael Greenspecht, for many years up to 1896, a well-known member of the New York leaf tobacco trade, died of diabetes at the Presbyterian hospital in New York city at 2 o'clock on the morning of September 30, aged 59 years. His wife died about two months ago.

During his business career Mr. Greenspecht was a very popular member of the trade, being noted for his geniality and his uprightness of character.

Senora Marx Dead.

Senora Eugenie Marx, wife of Don Luis Marx, of Havana, died at her husband's summer home at Alexandria Bay, N. Y., on Sept. 29. She had been ill for over a year.

—A. C. Patrick is starting a cigar store at Garfield, Wash.

Stamping Philippine Cigars

As cigars imported from the Philippines under a recent decision of the Treasury Department are not required to pay domestic internal revenue taxes, it has been necessary to adopt some distinctive mark to identify them so as to prevent seizure for non-payment of those taxes, and orders have been issued that boxes containing Philippine cigars shall bear the usual customs import stamp with the word "Philippines."

To Build Another Factory.

Schinasi Bros. have bought a lot of ground on 120th street, New York city, for the purpose of building a cigarette factory which they will operate in addition to the one now controlled by them.

—The Kentucky Tobacco Extract company of New Jersey, capital $10,000, with headquarters in Columbus, O., was authorized to do business in Ohio. G. H. Lindenberger, Louisville, Ky., is President and G. V. Stuart is the Columbus agent.

—N. Weiss, of the American Cigar Company, has been negotiating with the Board of Trade of Roanoke, Va., with a view to establishing a cigar factory there which would employ about 1,000 girls.

We call your attention to our

AMERICAN SUMATRA

of the

1901 Crop

from our plantations in

Decatur County, Georgia.

Enormous in Yield and Perfect in Burn.

A. COHN & CO.

142 Water Street, NEW YORK.

A Progressive Reading Cigar Factory.

One of the Largest Union Establishments in Penna.

HIGH-GRADE GOODS THE PRINCIPAL PRODUCT.

One of the most progressive cigar manufacturing establishments in the state of Pennsylvania, working strictly on the Union basis, is that of M. Steppacher, at Reading.

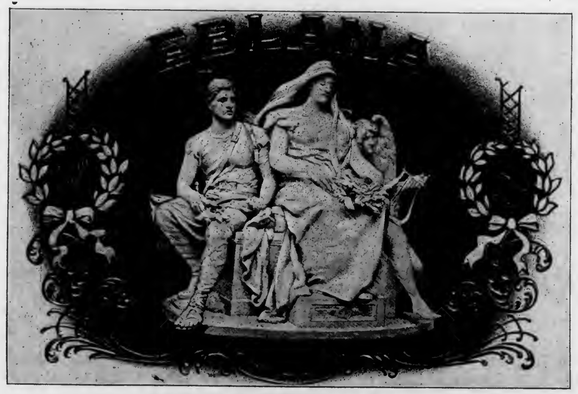
Mr. Steppacher transferred his business interests from Philadelphia to Reading only a few years ago, at once commencing operations under the Union label and adopting their scale of wages, but, unlike what some unscrupulous manufacturers might have been tempted to do, he did not offer his goods on sentiment as union goods, but on the merits of the product alone.

So admirably has he succeeded in his undertaking, in a few years, that his working force has been doubled, trebled and quadrupled since the beginning.

He was also quick to see that even the Union system was not without its shortcomings, and that it, like everything else, must be conducted on strictly business principles, and that a manufacturer must see to it that he gets full value for the value he must give, or in other words, that only the best workmanship must be obtained for the scale of wages required to be paid. It is not unreasonable to believe that he has, therefore, been really a benefactor to the cigarmakers of his city, in teaching them to more fully realize the merits of this cardinal principle.

The strides that this factory has made were not phenomenally rapid and of mushroom growth, but its prosperity was built upon a solid and lasting foundation, and time is invariably required to achieve such a result. The progress has been steady, and will remain permanently, without a doubt.

Another feature which is worthy of more than passing notice is the fact that this establishment is running exclusively on five and ten-cent goods, of which a considerable proportion is of the dime variety.



Fac Simile of M. Steppacher's New Label.

The products manufactured are being successfully sold through the Middle Atlantic States, and are also especially strong through the New England States. Mr. Steppacher is personally acquainted with very many of the more important distributing houses in those sections, from among whom his patronage is largely made up.

Among the first brands to be put on the market were the "K. S.", a ten cent cigar, and the "Aphrodite" in the nickel line. Others followed in as rapid succession as the trade and occasion required. Mr. S's favorite ten-cent cigar was a later introduction, and was named "El Stepaco," a title which was fully honored by its attractiveness and the ready sale it gained.

More recently the "Royal Berks" was launched, (an illustration of which has already been shown in these columns), also a 5 cent cigar, which has a large and steadily increasing sale. In addition to these several others might be named, but space will not permit a reference to them separately.

His latest enterprise is styled the "Eblana," of which the accompanying illustration is a reproduction. It is also a five-cent product, and it has now been fairly well introduced to the trade. It is the result of a popular demand from his customers for something original and somewhat out of the ordinary in design and effect. The coloring and embellishment are in full harmony with the title. From the first Mr. Steppacher has given much attention to the style and attractiveness of the packages wherein his goods are supplied to the trade, and this instance is certainly no exception to his rule. It is well known that he expends, perhaps, more money in beautifying his packages than does the average manufacturer.

The "Eblana" consists of a full complement of six pieces, all of the special design and of like characteristics. It was the work of the Emil Steffens Co., of New York.

Mr. Steppacher feels pleased that he is able to offer his goods at prices that compare favorably with non-union made goods, and yet he claims a certain superiority in the particular methods of manufacture which he has adopted and on which he has so successfully worked.

E. A. CÁLVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

TIN METAL MUSLIN GLASSOID ALUMINUM

EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
114 Penn Street,
W. J. BAILEY, Manager. READING, PA.

CELLULOID ENAMELOID OIL CLOTH NICKEL CARDBOARD

How Philippine Cigars Escape Taxation.

The opinion which was given by Acting Attorney General Henry M. Hoyt to the effect that cigars from the Philippine Islands are exempt from the internal revenue tax runs through a curious course of reasoning which serves to explain if not to commend the anomaly.

Mr. Hoyt begins by quoting section 3 402 of the Revised Statutes, which provides that "all cigars imported from foreign countries shall pay, in addition to the import duties imposed thereon, the tax prescribed by law for cigars manufactured by the United States." This would include the Philippines only in case they could be reckoned as a foreign country, but the Supreme Court held in the fourteen diamond rings case that goods from the islands were not "imported from a foreign country" within the meaning of our revenue laws, so that the status of the islands as domestic territory is fixed.

It might be inferred, then, that the internal revenue tax on cigars would apply as a matter of course, and this idea is encouraged up to a certain point. First Mr. Hoyt quotes the statutes to show the existence of the tax, then he quotes them again to prove that it must extend to tobacco, snuff and cigars "produced anywhere within the exterior boundaries of the United States, whether the same be within a collection district or not." His next step is an appeal to a Supreme Court decision for an interpretation of the expression "exterior boundaries." From this decision he says, "it is clear that Alaska was then understood by the court to be within the exterior boundaries of the United States," and he adds that no reason can be found why the Philippines did not have the same status up to the passage of the act of July 1, 1902, which is commonly known as the Philippines government act.

But the first section of that act "provides in effect that the laws of the United States shall not apply to the Philippine Islands," which still remain, however, domestic territory. We may not classify the cigars as foreign goods and so tax them, while section 3,394 of the Revised Statutes, which imposes the internal revenue tax "upon cigars which shall be manufactured and sold or removed for consumption or use," applies only "to cigars manufactured within the bounds of our internal revenue laws—i e., within the territory where these laws are operative," for "if this view is not correct there was apparently no necessity for the passage of section 3 402, which says that 'all cigars imported from foreign countries shall pay an internal revenue tax.'"

Thus the islands escape the tax entirely, while they pay but 75 per cent of the duties prescribed by the Dingley law.

PATENTS RELATING to TOBACCO, Etc.

709,785 Tobacco truck; Wm. G. Little, assignor of one-half to R. L. Davis, Farmville, N. C.

709,645 Apparatus for applying the preparation to striking surfaces of matches etc.; Stephen E. Pasfield, Plumstead, England.

709,507 Device for feeding tobacco in cigarette-machines; Josef Paul, Dresden-Striesen, assignor to Feinmaschinenbau G. Calberla, G. M. B. H., Dresden, Saxony, Germany.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

SPECIAL SELLERS.

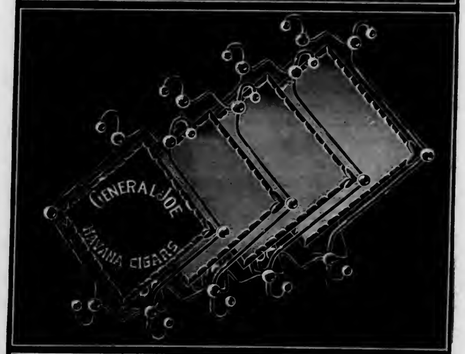
Our GOO-GOO 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock. If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,
LITITZ, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



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Mirror	5 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

518-520 Seventh Ave., PITTSBURG, PA.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.

READING, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

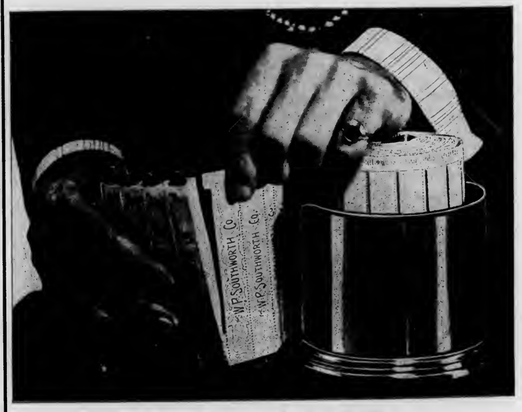
Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE F-R-E-E WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.



Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.

Sole Owners and Manufacturers,

RACINE, WISCONSIN, U. S. A.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

With the Philadelphia Tobacco Men.

During the past week the Philadelphia trade has been quiet and without a single exciting incident, except the sensational developments of a local daily paper alleging fraud, conspiracy and craftiness in connection with convict labor at the Eastern Penitentiary, and particularly in the cigar making department. It appears that through an oversight Warden Bussinger of the Penitentiary has left about 100,000 cigars leave the establishment without being stamped in the manner necessary to indicate that they are convict labor made goods. The cigars were sold by a middleman to a well known jobber of this city at prices ranging from $7 50 to $8 00 per thousand. The jobber has no reason to deny the fact that he bought the goods, and in view of the fact that they were properly stamped and a caution notice affixed thereto in the regular way, there was no reason why he should have inquired as to how and under what circumstances they were manufactured. The report of the daily paper, however, led its readers to believe that the goods had been sold for $15 per thousand, which netted the jobber a handsome profit. This, however, the jobber informs the writer, is not true, and none were sold for more tan $9 per thousand, at which price the jobber certainly only received a modest profit. The incident created some excitement on the part of the middleman, who becamesomewhatexcited when his name was paraded around in the daily papers and in the well known sensational fashion of the publication. The only violation is that the goods cannot be sold in this State until they shall have been properly stamped, "made by convict labor." Just what the jobber will do in the matter he has not yet determined.

There have been no further developments in the action of the United Cigar Stores Co. in this city. No additional stores have been announced, and several of the places which they have procured are not yet ready for occupancy.

The voting contest inaugurated by the Florodora Tag Co., which enabled smokers to vote for the most popular policeman and the most popular letter carrier, has been ended and the awards made The voting contest was conducted in connection with the Florodora and Cremo cigars Several of our jobbers and dealers who profited by it were Harvey E Narrigan, with H. D. Narrigan & Co., 617 Arch street, who received $500; Daniel Leahy, a jobber at 25 North Juniper street, $250; P. F. Murphy, president of the Penn Tobacco Co , 7 South Sixth street, $100; Chas A Krull, a jobber at 1924 Oxford street, $50 and L Hanauer, 2710 Girard avenue, $25.

Dempsey & Koch, at Second and Race streets, have just brought out another new brand under the title of La Pinola, which they are expecting to push upon the market very aggressively.

J. G. Shirk, a well known tobacco man of Lancaster, Pa., was among the jobbing trade here this week, and reported to the writer having done a very satisfactory business.

Louis R Farling, manager of the Central Cigar Co., of Reading, Pa , also visited the jobbing trade here during the past week.

A. Kretzschmar & Co. announced on September 26th that about October first they would removed their cigar box manufacturing establishment from 1220 North street to 2024 and 2026 North Tenth street, which premises extend through to Alder street, where their facilities are to be greatly increased.

W. K. Roedel, of W. K. Roedel & Co., has been indisposed for some time past, but is said to be improving nicely, and will soon be around as usual.

Henry Kraus, of Kraus & Co , Baltimore, visited a number of his customers in this city recently, having just returned from a business trip to Pittsburg and the Middle West.

J. M Batterton, of the Hernandez Cortez Cigar Co.,Sol Rosener of the Havana American Co , S. H. Souhami, an Egyptian cigarette manufacturer, Samuel Fisher, cigar manufacturer, all of New York, were recent visitors here.

Ed. Miles, with E. G. Steane & Co., has just returned from a western trip, and reports favorable prospects in that section.

E. G. Dunlap, with Arguelles, Lopez & Bro., who is still sick at Cleveland, O , is improving nicely, and it is thought that he will be able to return to this city in a few weeks.

Peut Bros. report that September was the heaviest month on record with them, and that the increased output of the Tahoma cigars, in proportion to other goods manufactured by them, was exceedingly heavy

J S Geller, Sons & Co. are now comfortably located in their new premises, 530 Market street. They report that they are already able to note a very satisfactory increase in local trade.

Doings in the Leaf Trade.

The building at present occupied by K Straus & Co., on North Third street, has been sold and the firm is looking for new premises They are desirous of getting even a larger and more convenient place than their present establishment, if it be possible. Several places have been looked at but none has yet been decided upon.

Benj. Labe & Sons report to us that they received fifty bales of Havana on the steamer Mexico from Havana and on the steamer Noordam from Rotterdam 127 bales of Sumatra.

L. G. Haeussermann returned from Europe to day. He has had a very enjoyable trip, and his business mission is said to have been highly satisfactory to him.

Chas Moulter, a veteran leaf dealer of Buffalo, N. Y , has been spending this week among the trade in this city. It is his first visit in seven years.

Trade has been rather active with Louis Bythiner & Co this week. Mr. Bythiner has made several trips to New York city.

Charles Hipple, of Hipple Bros., is carrying out quite an active campaign this fall. He has just covered a portion of this State and is now traveling in southern New Jersey.

C. G. Smith, of Smith & Keffer, Harrisburg, C. W. Bitner, Lancaster, and S S. Flinchbaugh, of York, were in this city during the week.

PHILA. LEAF MARKET.

The local leaf market in general is fairly satisfactory Transactions, however, were not voluminous, yet nearly every type has been moving in a moderate and steady way.

Connecticut is still more or less active in this market Pennsylvania Broadleaf is also having a fairly ready sale. The new Pennsylvania Seedleaf is moving more freely. Prices on old goods are very firm. Big Flats binders were good selling property.

In the Havana market, Remedios is in good demand, and prices are very fair. Stiff prices prevail for factory vegas

Sumatra is moving along at a moderate rate, mostly in small lots, at fair prices.

EXPORTS

Liverpool, 5 tons; Leith, 230 hhds; Antwerp, 49 tons; Glasgow, 153 hhds strips; London, 72 hhds; Rotterdam, 16.

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

Best Workmanship The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

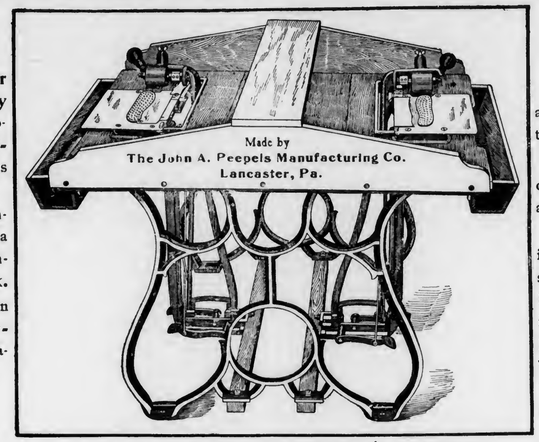
DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

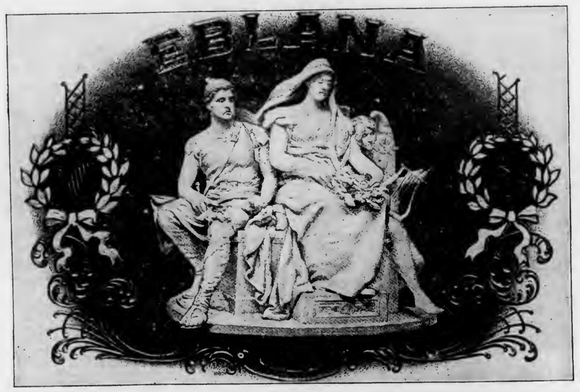
The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

Capacity, One Million per Month.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made **5c.** Cigars in the Market

Union Made All Sizes



Union Made All Sizes

M. Steppacher, Reading, Pa.

G.A.Kohler & Co.
Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Cigars

Factories: *YORK and YOE, PA.*

Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Cuban Leaf Under Tents.

A Scene on the San Ramon Plantation of Hinsdale Smith & Co., in the Manicaragua Valley (Province of Santa Clara)

The picture presented above was taken on the San Ramon plantation of Hinsdale Smith & Co., in the Manicaragua valley, Province of Santa Clara, Cuba, during the past growing season.

Hinsdale Smith & Co's. plantation in the Manicaragua valley contains, all told, some 500 acres Last year the firm covered five acres with tents and the result has been entirely satisfactory. The tent grown leaf is large, of light colors, thin, silky, of excellent combustion and highly suitable for wrappers

The tent growing experiment was so successful during the first season that this year the firm has put three more acres under tents.

The soil of the Manicaragua valley is rich and considerably deeper than the soil in other tobaccco growing sections of the island. Filler leaf grown on the Hinsdale Smith plantation finds a ready market in the United States. Altogether one hundred native families, the bread winners of which are engaged in tobacco culture, have their homes on the Hinsdale Smith plantation

John H. Duys at Work Again

John H. Duys, of H. Duys & Co., importers of Sumatra and packers of New England leaf, of 170 Water street, New York, was taken ill in August, shortly after his summer sojourn at Long Branch. Typhoid fever developed, and for a number of days the gravest fears for his recovery were entertained. But he won his fight for life, and last week was at Lakewood, N. J., filling his lungs with the brand of pure air that is on tap in the pine woods there. Monday he returned to work.

Jos. Hirsch & Son's Pennsylvania Traveler.

A. L. Bernstein, who this week is making his maiden call on the trade of Pennsylvania in the interest of Jos. Hirsch & Son, the well-known Sumatra importers of New York, is the only member of the cigar leaf trade who was a delegate to the recent New York State Republican Convention at Saratoga. He represented the 15th district at the convention, and has been nominated for the Assembly from that district.

But about his misson to Pennsylvania—well, just let him show you his samples.

From Cuba via New Orleans

On the steamer Excelsior which left Havana Sept. 20 for New Orleans, there were shipped 434 bales of Havana tobacco consigned to Sutter Bros., at Chicago, Ill.

—A. Eathborne has opened a cigar store at Wardner, Idaho.

JACOB A. MAYER & BROS.
Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR

LA FLOR DEL FLORES
The BEST and Most Rapid Selling

Package Goods

Excellent Quality
Attractive Packing

Manufactured by

E. H. NEIMAN'S

5 FOR 10¢

E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,
Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son
Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,

Wholesale Manufacturer of *Loganville, Pa.*

Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents

Correspondence with Wholesale and Jobbing Trade only invited.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Robbed in Pearl Street.

Uffo Strackerjan, who runs a barroom and eating saloon at the northwest corner of John and Pearl streets, New York, was robbed of $100 at noon on September 17 within a few doors of his place. The street was crowded and the robbers jostled Mr. Strackerjan and in the confusion thus created got away with the money.

Life in the New York tobacco district is getting to be very strenuous.

New York Leaf Market.

The new Partidos is all gone. It went off the market with the speed of a record breaking automobile. Remedios and Vueltas are sharing in the movement.

The holders of Sumatra bought at the spring inscriptions are finding a satisfactory demand for their merchandise, and the packers of domestic leaf are also content with the present condition of the market.

Latest News from York, Pa.

The packers here are sampling their tobacco, and those, as a rule, who bulk sweated their goods fine very little damage; others, who sweated their tobacco packed, are finding considerable damage in the way of must and mold. While the tobacco generally turns out better when packed after bulk sweating, yet the process is irksome, and even dangerous to the health of the men employed to rebulk from time to time, and a large percentage of the outside tobacco does not seem to cure so well.

Mr. Sonneman commenced on Monday of this week to sample and will be ready to offer his goods to the trade in about a week.

Jacob A. Mayer & Bro. have sold a great portion of their old packing to a New York firm.

The La Buta Cigar Co. quietly advertise themselves and their increasing business by frequent "want" ads for hand rollers.

Bear Bros., located at Zion's View, have added a few more hands to their present large force, to cope successfully with increasing orders.

Wm. Olp, manufacturer at Red Lion, has unfortunately lost a valuable record horse, which died last week.

R. D. Zech, representing S. L. Johns, and manager of the York warehouse, reports the receipt during the past week of 75,000 pounds of leaf tobacco at York, Goldsboro and Shrewsbury. He also shipped 365 cases to western points during the week.

Visitors present during the week were D. B. Hostetter, and M. Michaelis, both of Lancaster, Pa., and X. Hanna, of Dayton, O.

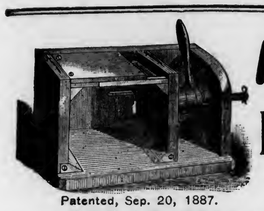
Trade in Reading.

Berks county tobaaco growers have about completed cutting their early crop. The plants set out later will remain standing until October. The yield is one of the best in recent years, and has done much to encourage the farmers who have been engaged in it on a side line. It is expected that the industry will take a fresh impetus and result in a big increase in the acreage next season. A number of farmers have been experimenting in a small way on their own account. At present tobacco growing in this county is practically confined to Caernarvon, Robeson and Brecknock. Farmers in other sections are having their soils examined by experts in order to learn whether they are suited to its cultivation. The crop for the present year is very good, and the farmers who tried an increased acreage will do well.

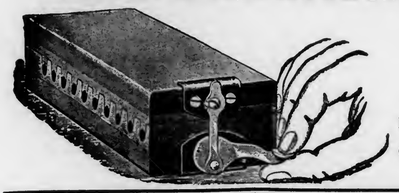
Berks tobacco is being used more and more every year, and manufacturers have found that it is excellent in making combinations of tobaccos. Certainly the farmers who had any out will make money on the investment. The weather was good and the crops had no serious setback during the season. The cutting of the crop in this county is being inspected by J. B. Stewart, an expert of the Bureau of Soils of the U. S. Department of Agriculture. Mr. Stewart pronounced the crop in these districts very fine, that the weight of the leaf will be fully up to the average, and that the leaf is of unusually fine quality. He says that the average weight of shade-grown tobacco is from 1,200 to 1,500 pounds per acre of row leaf and about 1,000 pounds of cured tobacco.

At a meeting of the Cigarmakers' Union here the following officers were nominated: For Treasurer, James J. Henning and M. Wolfskill; Sergeant at Arms, Jacob Bouzzard and Jacob Conrad; Finance Committee, three to be elected, Charles N. Seitzinger, Charles W. Smith, Charles E. Broschkowsky, and William M. Moser; Executive Board, seven to be elected, Charles N. Setzinger, E. James, George Levy, A. Lenich, J. J. Henning, A. P. Bower, Jacob Bouzzard and Charles Slater; Walking Delegate, William Moser and P. Kilhafner. At the meeting it was stated that the demand for union cigars was greater than ever, and that every union factory is rushed with orders. All union cigarmakers have positions.

Hiram F. Stoudt has opened a cigar store at his home. Nine months ago he met with an accident in West Reading, losing both hands


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

by the explosion of two sticks of dynamite. He has now received artificial hands, which enable him to perform some little labor.

E. E. Cockley, for many years collector for the Americus Democratic Club here, purchased the goodwill, stock and fixtures of the cigar and news stand in the Baer Building from Walter P. Yorgey.

Deputy Internal Revenue Collector Cranston opened the cigar factory of Francis S. Faust, at Albany, this county. Mr. Faust expects to begin operations about October 1.

The Central Cigar Company, operated by Kissinger & Farling, has assumed the cigar manufacturing business of Lewis R. Farling, at 419 Penn street. The new firm filed a bond with Collector Cranston, which has been approved. The firm will manufacture high grade cigars.

M. Steppacher expects his output for the present year to be double what it was in 1901. In a single month his business showed a gain of over 100,000 cigars, and he is rushed with orders. He runs the largest blue label cigar factory in the district. Much of his product goes to the West and the New England States, where labor organizations are strong and there is a big demand for union-made cigars. His leading brands are the Royal Berks, Eblana, El Stepaco and K.S.

Alderman N. Robert Tomlinson, of the 16th Ward, has started in the cigar manufacturing business at his home, 312 Miller street. He is assisted by his wife. Both were formerly employed at Maerz's cigar factory, the former having charge of one of the departments.

Francis P. Steltz, salesman for W. W. Riegel, Third and Greenwich streets, has resigned his position. Mr. Riegel's factory is very busy at present, and he enjoys a large run on his new brand the Quintus.

Trade-Mark Register.

Bass-Let. 13,807.
For cigars, cheroots, smoking and Plug tobacco. Registered September 22, 1902, at 9 a m, by E. E. Kahler, Reading, Pa.

Houstonite. 13,808.
For cigars, cigarettes and cheroots. Registered September 23, 1902, at 9 a m, by W. T. Bleike, Houston, Tex.

Houston Hit. 13 809.
For cigars cigarettes and cheroots. Registered September 23, 1902, at 9 a m, by W. T. Bleike, Houston, Tex.

Houston Council. 13 810.
For cigars cigarettes and cheroots. Registered September 23, 1902, at 9 a m, by W. T. Bleike, Houston, Tex.

I Want a Harris County. 13,811
For cigars, cigarettes and cheroots. Registered September 23, 1902, at 9 a m, by W. T. Bleike, Houston, Tex.

Bleike Unadvertised Cigars. 13,812.
For cigars, cigarettes and cheroots. Registered September 23, 1902, at 9 a m, by W. T. Bleike, Houston, Tex.

Bleike Unadvertised Brand. 13,813.
For cigars, cigarettes and cheroots. Registered September 23, 1902, at 9 a m, by W. T. Bleike, Houston, Tex.

Busy Izzy. 13 814.
For cigars, cheroots, smoking and plug tobacco. Registered September 29, 1902, at 9 a m, by E. E. Kahler, Reading, Pa.

REJECTIONS.

Bedford Jr., Way Up, High Up, Houstonette.

TRANSFER.

J. L. W. & Co's. No. 218, registered September 8, 1902, by H. S. Souder, Souderton, Pa., was transferred to J. L. Weider & Co., Rothsville, Pa., September 24, 1902.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Mary Garden, Clifford Invincibles Otsego Infant, Nola, Adelphi, El Griffin, Karia, El Rivalo, Velva, El Fiesta del Flores, Vueltina, U. S. S. New Hamsphire, Mi Todo, Anti Chromo, White Lion, John Quincy, The Zim, Stanley Spencer, Montebello, Charmet, Havana City Bouquet, Cuban Cities Bouquet, Havana City Puffs, Lord Stanley, La Rosa Imported, The Ragger, Hot Waffles, Colonel Carvel, Mrs. Jack, Brandon Tynan, Maximo, La Flor de Count Albert, Lord Elgin, Colonel Premier, Edwin T. Emery, Lord Caspar, Marcana, Golden Pair, Artimisia, Conserva, Amicus, La

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871
R-DA
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf TOBACCO
We have a few **B and C Fillers** left of the 1900 crop.
EAST PETERSBURG, PA.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

Vinia, Winfield Scott Stratton, J. J. Fitzgerald, Granite Cutter, John F. Carroll, Granite Worker, American Insular, Aiden Lair, Doctor Wise, Egyptos, Abbas, Eureka, Poland, Express No. 959 Special Smoke, The Pioneer Limited, The Overland Limited, The North-Western Limited, Horse Shoe, Anchor Brand, Black Bull 1880, Black Bear, Imperial Crown, Crown, Lobo Negro, Double Axe, Black Fish, Phoenix, Spear Head, Indian Brand, L. T. H., A., A.A., Paul Laurence Dunbar, Ann Arbor System, 302, Flor de Union, H. L. H. 5c Perfecto, Completo, Tantos, Bendites, Nuest ra Era, Carom, Vol-Ta-Ic, Laureano, Crystal Cross, Avenue, El Quarto, Hill Hook's, W. S. Stratton, Stratton, El Perimetro, El Dignidad, El Sello de Oro, Rosa Villa, Lake County Belle, La Famencia, The Skinker, Kim, Golden Mummies, Egyptian Peers, Egyptian Charms, Velma, Perfect Blend, Lord Generals, Retail Cigar Dealers' Association, Ocean Racer, Blue Flyer, Col. A. L. Sorter, I'll Go You, Manilla Picaduras, Petofi Sandor, German Puffs, Gothamite, Secret Signal, Fly Boy, Charles Darwin—Author of the Theory of Evolution, Mi Todo, Canastota's Best 5c Cigar.

IS TOBACCO CHEWING WANING?

"Is tobacco chewing on the decrease in the South?" asked a man who watches for the strange things of life for the New Orleans Times-Democrat. "I am inclined to think so. If Dickens should come back to life and make another tour of the South along the Mississippi, as he did in the 40's, when he claimed to have gathered data for the infamous slanders he perpetrated in 'American Notes,' I am sure he would find less tobacco chewing and less reckless expectorating than he found in those days, just as he would find fewer boots.

"I do not mean to say that tobacco chewing is about to become a thing of the past altogether. But there is no denying the fact that the young men of to day are less given to the habit than the young men of twenty-five years ago. Take the young men of any class, the upper class, the middle class or the lower class, and you will find but a small per cent, of them between the ages of 18 and 25 are given to the habit of chewing tobacco. Go into the clubs and you will find comparatively few men who use it at all. The man in society who chews tobacco is a rare product. It is not for me to say what has brought about the change. Frankly, I do not know, I might make several guesses, but they would be no more than guesses at best."

Sumatra by the Noordam.

The steamer Noordam, reaching New York from Rotterdam, September 27, had on board the following consignments of Sumatra:

	Bales
American Cigar Co.	497
G. Falk & Bro.	81
A. Cohn & Co.	70
H. Duys & Co.	23
F. & E. Cranz	21
Leopold Loeb & Co.	20
S. Rossin & Sons	19
G. W. Sheldon & Co.	13
Sutter Bros.	12
E. Rosenwald & Bro.	11
Pennsylvania R. R. Co.	11
J. Cohn & Co.	2
Total	780

Facundo Arguelles in New York.

Facundo Arguelles, of the well-known cigar manufacturing firm of Arguelles Bros. & Lopez, arrived in New York from Havana on September 28, and on the following day left for Tampa. While in Havana, Mr. Arguelles secured a large quantity of the fine leaf required for his factory.

Stein vs Theobald & Oppenheimer Co.

The appeal in the case of Stein vs The Theobald & Oppenheimer Co., was argued before the General Term of the New York Supreme Court on September 29.

J. M. Augustin, of Portsmouth, O., who was recently made a local distributing agent of the Henry George 5c cigar, of the United Cigar Manufacturers, last week received his first shipment of 100,000 of that brand.

LANCASTER'S REPORT.

Lancaster, Pa., Sept. 30, 1902

With an ordinary business in old goods, local dealers have been devoting their time to finishing up sampling of the new goods.

About 350 cases of 1901 goods were taken from country packers last week, and several hundred cases of 1900 tobacco also changed hands.

The buying of the new crop continues, but not so generally. The representatives of the United Cigar Manufacturers are not quite so active now. Several of our city houses, however, are still buying some, but slowly, and are making their selections very carefully. The prevailing price is still 8 and 2 cents.

Tobacco of the 1902 crop that has properly matured is now practically all housed. If the weather remains warm another week or so, nearly all of the late tobacco also will have been safely housed.

The cigar manufacturing trade is only averagingly fair in this county. The manufacturers who have pushed their business energetically have done fairly well, while some others are falling behind.

A. N. Wolf, of Akron, has been particularly active this year, and has attended to the selling largely himself. He has been having a pretty good trade.

Sincere sympathy is expressed on every side for Mr. Martin Bare, of J. E. Sherts & Co., who lost his wife on Tuesday last, by typhoid fever.

She had been ill about two weeks, and up to the Sunday before her death, was thought to be doing nicely. A relapse set in, however, and calmly the end was brought on.

George Johnson has been here recently, representing Cohn & Co., of New York.

E. L. Nissley & Co., of Florin, Pa.. have about finished sampling, and are now ready to offer a fine line of 1901 goods. Mr. Nissley states that their packing has turned out exceedingly well.

B. F. Kendig, of Salunga, last week disposed of about 200 cases of the 1900 goods, and M. G. Musser, of Mountville, sold over 300 cases of 1901. Both lots were seed leaf.

Manager Engel, of the Sutter Bros. warehouse, last week shipped three car loads.

John D. Skiles has finished sampling his packing of the 1901 crop, and states that the percentage of damaged goods was smaller than usual. He has also bought several crops of the new tobacco.

The half acre plot of cover-grown tobacco at the State experimental station on the farm of Dr. H M. Alexander, adjoining Marietta, is now rapidly maturing. and the work of harvesting has been nearly completed.

Professor Stewart says this crop, which is of the Sumatra variety, compares very favorably with that grown anywhere in the country. The texture of the leaf is fine and the weight will be fully up to the average, which is from 1,200 to 1,500 pounds to the acre of raw tobacco and 1,000 pounds of sweated or cured tobacco. Tobacco grown in the ordinary way averages about 2,000 pounds to the acre, but the difference in the price received for it—fully $1.50 a pound—more than offsets the difference in weight.

The advantage of raising cover-grown tobacco is demonstrated by the two rows of the same kind of tobacco, which were planted at the same time and given equal care, except that they were on the outside of the tent. These rows are coarse, irregular and leathery, while those on the inside are fine as silk. The cost of raising tobacco under cover is estimated to be $100 an acre, while in the ordinary way the cost is not quite half that much.

The cigar warehouse of Hauenstein & Co., at Lincoln, was robbed of about $150 worth of cigars on Wednesday night last. The robbers also carried off a lot of Sumatra samples belonging to A. Cohn & Co., of New York, which had been in possession of E. B. Hauenstein of this firm who is A. Cohn & Co's. local representative. A lot of labels, tin foil, and a number of revenue stamps were also secured. No clue has as yet been found.

The Latest from Chicago.

Cigar Trade Discussions.

Chicago, Sept. 27, 1902

A meeting to consider the present attitude of combinations toward the tobacco and cigar dealers of Chicago was held at the establisnment of the H. H. Heegaard Company, State and Lake streets, on Tuesday last. Four separate interests were represented at the meeting and various protective measures were discussed. The associations represented were the Cigarmakers' union, the Retail Druggists' association, the Retail

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at **Five Cents**, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses.
Write for prices.

WE WISH YOU WOULD TRY

We have been advertising the DuBrul Dieless Suction Table pretty thoroughly and no doubt you have read some, if not all, of our statements and arguments in regard to it.

You may think you see some objection to this table; you may think there are some reasons why you do not want it, or cannot afford to have it; it may be that in your mind there are some objections to this table, which you think are strong enough to warrant you in rejecting it; it may be that in your opinion that you can point out some reasons why this table is not a necessity to you. We wish you would try. Nobody has succeeded in doing it so far, although some people have tried.

The chief reason why more cigar manufacturers do not keep pace with modern methods and facilities is that they are not fully informed about them.

We want you to be fully informed about the DuBrul Dieless Suction Table.

Probably your opinion of suction tables is already formed, and it is more than possible that you object to it on account of the dies, rollers, and accompanying makeshift mechanism, which have always been so serious a disadvantage. Do not allow this prejudice to influence you against our new table.

We have overcome every difficulty, removed every obstacle and now have a perfect table in every sense of the word.

A little circular knife does the cutting, and does it better than rollers and dies could ever do it. This knife is easily kept sharp and replaced, never needs adjustment. It always gives a good, clean edge to the wrapper. That makes it good for "Clear Havanas." There are no rollers for the wrappers to get mashed by or tangled up with. The rolling is done on a clear open surface without any obstructions, as the cutting mechanism swings up completely out of the way.

The picture of this table gives you a pretty clear idea of it, but if you want to be informed fully upon every detail, write for a copy of our new booklet on this subject. It will make interesting reading for you.

If you want information about the best Die Table, we can give it to you.

We make the best of that kind, too, and you can see both kinds at our offices.

Ask us for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

Tobacco Dealers' asscciation and the Drug Clerks' union.

The meeting was the result of an invitation sent out by the officers of the Cigarmakers' union. An agreement to handle no combination goods in the future was entered into and it was decided to spread the movement if possible to other cities.

A special label is to be adopted, and the 250,000 trades unionists in the city are to be asked to smoke no cigars not so marked.

All retailers have been requested to see that their leases are assured. This order is the result of a move against Cohn Bros., 262 State street. This firm's lease expires on May 1 next, and it learned that an increase of $2 500 in rental had secured the premises for the combination.

Cohn Bros. protested, and were told they could sell out if they desired. If not a new lessee would take possession. The same method is said to have been used on other firms.

Eger & Co., at 34 Van Buren street, were approached, and refused to sell out or to be dictated to as to what goods they must sell, where upon the premises next door, now occupied by J. Bear, haberdasher, were secured. His lease had three years to run, and a bonus of $5,000 was extended to him.

Articles of incorporation were obtained this week by the new organization. It has designed a trade mark, in preparation for the fight which it proposes to wage in favor of the products of "independent" factories. Its officials declare that many applications for membership are reaching it from out-of town dealers, and that it proposes to push the sale of independent goods exclusively.

The officers of the new concern, elected this week, are as follows: President, Thaddeus H. Howe; secretary, T. Crowley; treasurer, H. T. Wiltze; directors, M. W. Diffley, Samuel Marso, C. E. Case. Edward Koiman, Charles Hoffman, Arthur Bergsch, W. T. Posey, and M. Collat.

—

Nearly 15,000 cigars which, it is said, had been stolen were recovered by Lieutenant Harding and Sergeant Thomas O'Malley of Desplaines street station this week. The following were arrested: Edward Opperman, saloon-keeper, 260 Fulton street; Abe Marks, saloon keeper, Madison and Morgan streets; J. J. Madden, teamster, and Abraham Epstein, bartender. The cigars were valued at $1,000. Two weeks ago entrance was forced into the cigar factory of Wengler & Mandel, 765 West Madison street. The stock of cigars on hand was cleaned out. The police allege that Opperman stood watch while others committed the burglary and that Madden had charge of a wagon which was used in hauling the booty away. Marks is said to have purchased nearly 15,000 cigars. Epstein is employed as bartender by Marks.

"When Age Creeps On."

The tearing down of the old United States hotel at the south west corner of Fulton and Water streets in New York city, has most effectually resulted in opening the eyes of many a New York leaf tobacco merchant to the unwelcome fact that he is growing old. For twenty-five years these gentleman have passed through the hotel on their way to and from the Fulton street station of the Elevated Railroad, which was in the building, and although the work of demolishing the hotel has been going on for a number of weeks, the old habit of walking up Water street in the evening on their way to take the train home still clings to them, and nearly every man of them is half way up the block between Burling Slip and Fulton street before he realizes that the old right of way through the hotel from Water street is no longer open. Then invariably there comes into their faces a look of comic chagrin as they head for Pearl street either through Burling Slip or Fulton street. You see, a growing tendency to absent mindedness is in human beings one of the surest signs that age is creeping on.

Connecticut Buying Active.

Hartford, Conn., Sept. 27, 1902

The 1902 crop of tobacco is still moving rapidly and one who keeps in close touch with the market said this morning that fully one half of the growers had already sold. Among the sales reported yesterday was the crop of Isaac and Simon Geisleman, about 25 acres of prime quality, purchased by W. L. Hunting & Co, the price paid is said to have been 25 cents straight through.

The 1901 crop of George W. Bancroft, of Hillstown, 23 cases in all, has also been sold to Huntting & Co. The price paid is not stated. Most of the crops sold recently have brought from 20 to 25 cents, averaging 22 cents.

Lowell Brewer finished cutting the last of his 50 acre crop yesterday. This largest crop in town has kept 14 men busy cutting and hanging for several weeks. Some of this crop is ready to be taken down on the first wet day.

York Standard Leaf Co.

I. B. HOSTETTER, Proprietor,

Packer and Dealer in **Leaf Tobacco**

No. 12 South George Street,

'Phone—Long Distance and Local YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**

59 and 61 North Duke Street,

LANCASTER, PA.

C. W. Smith A. H. Sondheimer

SONDHEIMER & SMITH,

Packers of and Dealers in **Leaf Tobacco**

330 North Christian St.

Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE, PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

TELEPHONE WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

Telephone call, 432-B.

Office and Warehouse,

Florin, Pa.

Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*

Fine Cigar Leaf Tobacco

Fine B's and Tops our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. } WAREHOUSES: { Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

Imports and of Cigars Leaf Tobacco

FROM HAVANA

Per steamers Havana and Mexico.

CIGARS	cases
Park & Tilford, New York	59
Waldorf-Astoria Segar Co., New York	46
B. Wasserman Co., New York	28
G. S. Nicholas, New York	19
Acker, Merrall & Condit, New York	15
Duncan & Moorhead, Philadelphia	12
S. S. Pierce Co. Boston	7
American Cigar Co., New York	6
The Weideman Co., Cleveland	4
Calixto Lopez & Co., New York	3
Estabrook & Eaton, Boston	3
S. Bachman & Co., San Francisco	3
M. Blaskower & Co., San Francisco	3
Goldberg, Bowen & Co , San Francisco	2
C. B Perkins & Co., Boston	2
Jos. R. Peebles' Sons Co , Cincinnati	2
Thompson & Leavitt, Boston	1
Minnesota Club, St Paul	1
H. M. Alexander, New York	1
Total	217
Previously imported	6,893
Imported since Jan. 1, 1902,	7,110

LEAF TOBACCO	bales
J. Bernheim & Son, New York	308
F. Miranda & Co., New York	248
M. Alvarez, New York	200
L. Wertheim, New York	175
M. E. Flaherty & Co., New York	75
D. H. Delmonte, New York	75
Lozano, Selgas & Co., New York	70
Perez, Rodriguez & Co., New York	63
A. Blumlein & Co., New York	60
Loeb-Nunez Havana Co., Philadelphia	55
B. Labe & Sons Philadelphia	50
A. Moeller, New York	42
Sutter Bros., New York	41
S. L. Goldberg & Sons, New York	36
L. Peters & Co., Detroit	35
Waitt & Bond, Boston	28
Guedalia & Co., New York	27
E. Rosenwald & Bro., New York	25
S. Rossin & Sons, New York	25
M. Stachelberg & Co., New York	25
F. Bolando & Co., Chicago	24
Havemeyer & Vigelius, New York	22
J. P. Castenada & Co., New York	20
Newgass & Greenhut, New York	20
Rothschild & Bro., New York	20
Kemper Bros., Baltimore	19
J. P. Ordetx, New York	19
Rothschild & Bro., Detroit	10
Yocum Bros., Reading, Pa.,	4
Total	1,821
Previously reported	89,803
Imported since Jan. 1, 1902,	91,624

Leaf Tobacco Markets.

EDGERTON, WIS.

The buying of the new crop is the absorbing topic of the tobacco growing section and the movement has assumed a good deal of headway. The crop is being sold so rapidly that it is difficult to estimate what proportion of it has already been contracted for. In the opinion of some dealers half the crop has gone from first hands. Possibly this is too large an estimate, but the sales the past two weeks reach several thousand acres. Prices do not change much from the earlier quotations, 8 cents being the most usual figure paid.

The damp weather of the week has given the buyers ample opportunity to examine the crop in the sheds as most of the early harvested portion is cured out, excepting the stems. The curing so far is perfectly satisfactory, the leaf being thin and light colored.

The market for old stock presents no new features, only a moderate trade being indulged in. There is considerable sampling of the 1901 packings, but no sales are reported.

Shipments, 400cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Nothing offered publicly this week. All sales private with fair demand at full prices for all styles. Bright and Colory tobacco scarce and in strong request. Bulk of stock consists of dark long leaf, well suited for cigar wrappers and working styles. Demand for these should be better, as prospects for long leafy styles in new crop are not over 10 per cent., and the prices are low, ranging 7¼ to 10c. I quote:

Lugs—Com. 4¾ to 5¼c; Med., 5¼ to 5¾c; Good, 5¾ to 6¼c Fine, 6¼ to 6¾c

Leaf—Com., 6¼ to 7½c; Med., 7½ to 9c; Good, 9½ to 10½c; Fine, 11 to 14c.

Spinning Leaf, 7½ to 10c; Cigar Wrappers, 8 to 10c; Plug Wrappers, 9 to 12.

The weather is warm with good rain all week which has improved the third of the crop standing very much, and if not scared in by frost, next two weeks will show materially the best part of the crop.

Receipts for the week, 10 hhds; year, 11,785. Sales for the week, 86; year, 9,873.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 14 hhds; offerings on the breaks, 80 hhds; sales, 72 hhds.

There was not much improvement in the quality of the offerings. The market was firm and unchanged. There is still a proportion of late tobacco in the field which moderating weather after the light frosts deterred the planters from cutting, which has made improvement under favorable weather. Much of this tobacco is topped down to four to six leaves.

Supplies will be scant for tobacco-extract houses, as Lugs will be high in price, and but few Stems will be made, as nearly all stemmeries in the West promise to be closed, from the heavy stocks in Great Britain and probable ruling prices for the new crop.

This season an effort will be made to sell an increased amount of loose tobacco on warehouse floors. The change in the method of selling will be watched by the trade with interest.

Quotations:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good	9.50 to 10.50

ANNOUNCEMENT!
Kleinberg's Chico
We regret to inform our numerous friends that we have been enjoined from manufacturing the famous CHICO cigar. Our worthy competitors, Otto Eisenlohr & Bros., claim that our CHICO is an infringement of their CINCO, and have stopped us by injunction.
Chico Cigar Co., Phila.

BALDWINSVILLE, N. Y.

The new crop has been nearly all harvested, only a small percentage being still in the field. There are no reported sales of old or new R. F. Thorn, Linde, Hamilton & Co's. sampler in this section, returned Tuesday night from Weedsport, where he has just finished sampling 1,300 cases for Starr Bros About 300 cases are being shipped from the Upson warehouse this morning to Julius Marquisee, New York. John Baer, of Lancaster, Pa., will receive at the D., L. & W. freight house a number of old crops purchased several weeks ago. —Gazette.

CONNECTICUT VALLEY.

The fact taat the quite large numbers of dealers should be found to commence in earnest to buy the new crop while yet on the poles, and offering such prices, too, has rather startled the growers. Among the buyers were the American Tobacco Company, Sutter Brothers, Taylor of Westfield, Hoffman of New York, L. Gershel & Brother, Hinsdale Smith & Co., L. B. Hass of Hartford and Kaffenburgh of Boston, and their purchases reached about 4,000 cases. The prices ranged from 20 to 22½ cents, and even 25 cents assorted. These crops were mostly in East Hartford, South Windsor and that vicinity. The fact that the early-cut tobacco has cured without any damage is one reason for these early sales. The later cut leaf has not yet reached the stage where it is free from pole sweat. Up to this time probably three fifths of the crop is past the sweating stage, and the weather still remains favorable. We do not think the acreage this year is over eight per cent. larger than last year. Then the hailstorms destroyed many acres of plants, thus lessening the acreage somewhat, yet the soundness of the leaf as compared with the crop last year is such that good judges think if no pole sweat occurs to damage the late crops, that there will be fully 10 to 12½ per cent. more leaf than the 1901 crop yielded, and of superior quality.

Our correspondents write:

Sunderland: "Tobacco is curing finely. There are no holes made in it by worms or grasshoppers, and no pole sweat, because the nights have been so cool. It is a light, thin and a very silky leaf, of a light cinnamon color, and many will be surprised at the light weight of it, yet it is quite strong and flexible. Some lots have a large proportion of excellent wrappers, remarkably free from colored spots or freaks."

East Hartford: "We have a start in the buying tobacco on the poles. Among the buyers are Billings of Hatfield and Kilbourn for Sutter Brothers, Hinsdale Smith & Co. and Taylor of Westfield, who bought a good many lots of leaf, prices ranged from 20 to 22 cents in the bundle."

South Windsor: "Quite a number of sales were made the past week, mostly of Connecticut seed leaf. Prices ranged from 20c in the bundle to 22½c and 23c assorted The leaf is very nice, and colors good."

"Hatfield: "A. H. Graves has taken down about one-third of his shade-grown tobacco, and has also taken down some of the crop in the open, and stripped it, and is greatly pleased with it. It is sound and the color is exceptionally good, and free of any damage. More than three-quarters of the crop has passed the sweating stage, and much of it is fit to take down to strip."

Hinsdale: "I have to report the sale of three lots of tobacco of the 1901 crop. S. O Davenport, 12 cases at 15c through Mrs. Dix sold the 1900 and 1901 crop, three acres of each at 14 cents. William B. Adams, 1901, four acres not assorted 10c. The first was sold to a Boston man, the other two to an Ohio party. The 1902 crop is curing in fine shape."—American Cultivator.

The Canadian Commission.

Toronto, Can., Sept. 26, 1902

The Royal Commission on the Canadian Tobacco Trade, which has been making an itinerary of the tobacco centres, inquiring into trade conditions, held its first session in Toronto this week before Judge MacTavish, in the chambers of Judge McDougall, at the City Hall. The Ontario tobacco manufacturing interests were represented by O. E. Fleming, of Windsor, while C. S. Campbell, K. C., of Montreal, appeared on behalf of the American and Empire Tobacco Companies.

A number of prominent officials of Canadian and American tobacco firms were present at the proceedings, which were very brief, only lasting about an hour and a half.

Charles J. Mitchell, tobacco jobber, was the first witness called on behalf of the Canadian tobacconists He testified that he had been trying to push the sales of the Imperial Tobacco and Cigarette Company's wares, which were made in New Brunswick. He said that he had been unable to a large extent to do this because the two American companies refused to sell goods to any wholesalers who handled the New Brunswick firm's goods. He believed, however, that there were wholesalers in various parts of Canada who did handle both American

HOLIDAY GOODS & ADVERTISING NOVELTIES.
THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in
Leather Goods and Celluloid Signs
of every and all descriptions at prices so reasonably low that they cannot be duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.
Epstein & Kowarsky, 351 Broadway, New York.

Cigar Molds
Knives, Boards, Cutters, Presses, Casers, Scrap Cutters, Automatic Sprayers, Branding Machines Booking Blocks, Bundlers, Revenue Books in fact. **Everything that can be used to advantage in a Cigar Manufactory,** is illustrated in **OUR CATALOGUE No. 5.** It also contains all the latest and up to date Cigar Mold Shapes. **Ask for it,** before you make that other fellow happy with your order at a big price. We can please you, and **Save You Money,** at that.
The Sternberg Mfg. Co.
DAVENPORT, Ia., U. S. A.

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Sample Free The Most Popular Flavors Since 1855. Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

and Canadian tobaccos, while, of course, retailers dealt in both.

A. Iler, bookkeeper for the McAlpine Tobacco Company, of Toronto, was next called. He testified that since the Empire Tobacco Company's exclusive contract system had gone into effect his firm had practically done no business with wholesalers in Ontario, but that they still continued selling to wholesale firms in the Maritime Provinces. One of the results of this was that the McAlpine Company had to largely increase their staff of travelers in order to sell direct to the retailers, which greatly increased the firm's expenses.

On cross-examination by Mr. Campbell, the witness stated that for a while after the inauguration of the exclusive contract system his company carried on business at a loss, but they had since increased their business to a profitable level.

H. S. Watts, a retail tobacconist, with stores on Yonge and Queen streets, was called in rebuttal by Mr. Campbell. He said he carried on a very large business in tobacco and cigarettes, both of Canadian and American companies' manufacture. He had found that the Canadian made goods were not nearly as popular as those of the American and Empire Companies, and quoted figures to show how small the demand for the Canadian companies' cigarettes was as compared with the others. He said he could buy the Canadian goods more cheaply, but that it did not pay him to handle them to any great extent, as the demand for them was so small. He said he paid the rent for his Yonge street store to an agent of W. B. Reid & Co., but that they had no other interest in his premises whatever. He bought most of his supplies from Reid & Co., who are the agents of the American and Empire Companies.

LATE REVENUE DECISIONS.

Sizes of Tobacco Packages.

A dealer who complained that manufacturers were still selling fractional 1⅔, 2½ and 3⅓ ounce packages instead of 2, 3 and 4 ounce packages, was advised that manufacturers were privileged to put up their tobacco in any of the above mentioned sizes, to meet the demands of their trade, and that the last paragraph of section 3 of the act of April 12, 1902, made such provision.

"Joke" Tobacco.

An individual inquired whether it would be permissible for him to put up Joke plug tobacco, described as being composed of brown paper, pressed in the form of the usual plug, the outer covering being a wrapper of genuine tobacco. He was advised that this product, if made and placed upon the market, would be subject to the tax of six cents per pound, and that the manufacturer thereof would be required to give notice, file bond and comply in every way with the law governing the manufacture of tobacco.

Tobacco Subdivisions.

The Commissioner has approved the use of a pasteboard box containing 80 unsealed subdivision packages of one-fifth of an ounce of tobacco each, designed for free distribution. The subdivisions complied with the regulations, as they contained not more than three-fourths of an ounce of tobacco each, and had printed thereon the trade mark and the words, "This is an authorized subdivision taken from a properly stamped package." The pasteboard box was properly labeled, and had affixed to it a sixteen-ounce internal Revenue stamp properly canceled.

Cigar Subdivisions.

The regulations provide that cigars weighing more than three pounds per thousand (tax-paid at $3.00 per 1,000) may be put up in parcels and held together with paper bands, wax paper or tin foil wrappings, and a statutory number placed in each box, to be properly labeled, branded and stamped, the parcels of cigars, like cheroots, etc., to remain in the stamped box until sold to consumers; but manufacturers and dealers have been cautioned time and again that small cigars and cigarettes weighing not more than three pounds per thousand must be put up in packages of 10, 20, 50 or 100, each small package to be properly stamped, and that these small stamped packages may be repacked in cartons holding 100, 200, 250 or 500 cigars or cigarettes, the cartons to be labeled and b r a n d e d, but not stamped. It is further advised that such cigars or cigarettes can not be put up in unstamped subdivision packages containing other than the number of cigars above mentioned—10, 20, 50 or 100.

Cigar Box Rulings.

A cigar box manufacturer was recently advised as follows:

It is not proper for the name of the cigar box manufacturer and his trade mark to appear in connection with the factory number, and the number of the district and State, and the number of the cigars contained in the box, which is required to be branded on each box by the cigar manufacturer. No objection will be raised by the Commissioner to the words cigar boxes and the name of the manufacturer appearing on the boxes where they are not in connection with the marks and brands required by law.

A manufacturer of cigars using wooden boxes is required, under Section 3397 of the Revised Statutes to stamp, indent, burn or impress into each box in a legible and durable manner the number of cigars contained therein, the number of the manufactory, and the number of the district and State. It is not permissible for these brands or marks to be printed on wooden boxes, but may, under Decision 97, Compilation of Decisions, Vol. 3, page 111 (1900) be printed directly upon pasteboard, tin, or other packages approved under the Regulations as substitutes for wooden boxes for packing cigars.

It is not permissible for a cigar box manufacturer to use any stamp or branding iron for indenting, impressing, burning or stamping the factory number, the number of the district and State, and the number of cigars on wooden boxes before delivery to a manufacturer of cigars; nor is it permissible for a manufacturer of cigars to so brand his boxes that the name of the manufacturer of boxes shall intervene between the factory number and the district and State, and the number of cigars required to be branded in each box.

Rebate Claims.

In the examination of rebate claims in the office of the Commissioner of Internal Revenue, many have been found containing errors in computation, frequently so serious as, when corrected, to reduce the claim below the $10 limit and hence result in its rejection.

One claim amounting to $9.99½ has been rejected as not coming up to the required minimum of $10.

In a considerable number of cases it has been found that the claims have been signed either by individual members of a firm instead of by the firm, or by managers or individual members of corporations rather than by some official of the corporation authorized to sign its name. All these claims will have to be returned to the parties sending them for correction.

In other cases claims have been certified before justices of the peace or notaries who have failed to attach their seals or to furnish any evidence of their right to execute jurats. Such claims are invalid, but the Commissioner will permit them to be returned and corrected.

Exportation of Stemmed Leaf Tobacco.

In passing upon an application of a cigar manufacturer for a permit to export a quantity of stemmed leaf tobacco to England without being required to give a bond conditioned on the production of a certificate that the goods have been landed abroad, the Commissioner advised the collector for the district in which the manufacturer was located that the Regulations, No. 8, page 81, concerning the exportation of manufactured tobacco, snuff and cigars from a tobacco or cigar factory without payment of tax, do not apply to stemmed leaf, which may be exported by any person, other than a cigar or tobacco manufacturer, in the regular course of trade

A manufacturer of tobacco or cigars desiring to export stemmed or unstemmed leaf tobacco, unmanufactured, can make application to the collector for a special permit authorizing its sale or transfer from his factory to a qualified dealer in leaf tobacco, or to persons who buy leaf tobacco in packages for export exclusively, and such persons would then be privileged to export the tobacco the same as other merchandise.

BUSINESS CHANGES, FIRES, Etc.

Indiana.
Indianapolis—Henry Ahlers, wholesale cigars, damaged by fire.
Iowa.
East Peru—J. S. Shearer, cigars, dead.
Leon—J. H. Evans & Son, cigar manufacturers, discontinued.
Kentucky.
Danville—J. P. Van Winkle & Bro., cigars, out of business.
Louisville—F. H. Richardson, cigars and tobacco, succeeded by Alfred Breehe.
Maine.
Bridgton—Alga J. Parker, retail cigars, real estate mortgage, $200.
Massachusetts.
Boston—Robert E. Daly, cigars, etc., discontinued.
Michigan.
Benton Harbor—Fred. Northrup, cigar manufacturer, chattel mortgage, $300.
Calumet—F. C. Glocki & Co (not inc) cigars, tobaccos, etc., will consolidate with Chas. P. Hill & Co., of Laurium.
Ithaca—Havana Cigar Co., (not inc.) manufacturers, incorporated as the Havana Cigar Co.
Missouri.
Kansas City—D. T. Clenlaus & Co., cigars, etc., chattel mortgage, $900.
Nebraska.
Nebraska City—H. H. Brown, cigar manufacturer, sold out.
New York.
Albany—Chas. Spiegel, cigars, burned out; insurance partial.
Binghamton—M. T. Campbell & Co., cigar manufacturers, bill of sale, $800.
Lakewood—Wm. W. Stork, cigar manufacturer, chattel mortgage, $300.
Mechanicsville—Flaningan Bros., cigars, real estate mortgage, $6,000.
New York City—Max Adams, retail cigars, sold out.
Ohio.
Toledo—A. J. McFann, cigars, sold out.
Pennsylvania.
Erie—W. C. Osborne, cigars, sold out.
Vermont.
Burlington—Isaac Cohen, tobacco and cigars, petition in bankruptcy.
Springfield—Orlin Lyon, cigars, etc., petition in bankruptcy.
West Virginia.
Wheeling—M. Marsh & Son, stogie manufacturers, incorporated.
Wisconsin.
Kiel—H. J. Ammann, cigar manufacturer, real estate mortgage, $600.

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40 W. Orange St., Lancaster, Pa.
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Plug and Smoking Tobaccos and Cigarettes
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
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LANCASTER LONG CUT KING DUKE GRANULATED
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SPECIAL SALES OF LEAF TOBACCO
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Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
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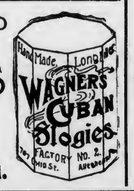

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ESTABLISHED IN 1881. Vol. XXII., No. 41. PHILADELPHIA, OCTOBER 8, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents

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Successor to SCHROEDER & BON,
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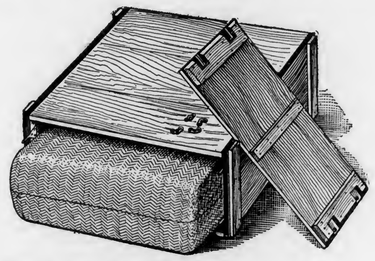

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NO CHAFING
NO DAMAGE BY HOOKS

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Sumatra and Havana
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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XLI.—WHAT, WE LAZY?

By SOL ROSENER, of the Havana-American Co.

A learned pedagogue said the other day that smoking promoted laziness. Ergo, every man who smokes is lazy—at least, he is lazy while he smokes. That, at any rate, is what the pedagogue meant, for he said so. It seems to me he was a poor logician, as well as a poor observer of mankind. He tells us that he himself is in the habit of smoking after his meals, i. e., precisely at the times when he is not teaching.

Let us see what are the facts as to the mental and physical activities of three great nations—each of which is made up of smokers—the Americans, the English and the Germans.

Are the Americans lazy? Do we, as a people, lack energy or enterprise? Are we content to follow, or do we take the initiative? Do we fall down in the middle of an undertaking, or do we push on and then feel sorry because there is nothing more to do? Go to, Professor, you will have to guess again.

And the English? Those smokers of pipes on the golf links, on the cricket field, on the moors or on the river? They've been filling their lungs with tobacco smoke ever since Raleigh's time, and there's no one has pushed the English off the earth, so far as I can see.

And the Germans? The idols that live in the popular heart of Germany, such as Bismarck, Moltke and Virchow, were all fairly industrious in their day, and each smoked as he worked. And behold the country they helped to make! A fine country, a well ordered country, a country over which the smoke of pipe, cigar or cigarette hovers so thickly that the stars at night are troubled to get their bearings.

What, we lazy? We who love tobacco? Who buy it and sell it, who make it into cigars or cigarettes or for the pipe, into the toothsome quid, or for the expectant nose? Nay, Professor, your indictment will not stand.

Say of us anything else you like, and if it's as good a joke as what you've said about our being lazy, we'll enjoy it with you.

Tell us we don't know too much about our own business, and we'll gladly go to school to you, for we are a lowly-minded lot, and are ever striving to learn. We admit we do not know all there is to be known about the weed out of which we make our cigars, our cigarettes or our smoking, or chewing, or snuff mixtures, but if you would take the trouble to note the diligence, the assiduity, the persistence, with which we attack this ever-puzzling subject, perhaps you would admit we have not been wasting our time.

Tell us we don't know a well-made cigar from an indifferently made one, and we'll promise you our undivided attention for as long as you may choose to hold forth, for, indeed, Professor, this is a very ticklish matter. We do the best we know how. We put the best man we can find at the head of our working forces; we pay the wages that are exacted of us; we smoke up a countless number of our own cigars and pull them to pieces while we are doing so, just to find out how they are put together; we send them forth into the world looking snug and comfortable in the boxes, and as like each other as peas in a pod; in short, dear sir, we act altogether like the honest, hardworking people we are—and honesty and industry are twins; and yet we never fall in convulsions if some of them afterwards are returned to us as being fit only for the kitchen fire. That is our habitually humble attitude toward those whose lofty favor we supplicate, namely, those who buy our products.

MR. SOL ROSENER.

Tell us the labels on our boxes are garish and an affront to the eye of culture, and we'll shake hands with you as with a long-lost brother. That is something which for years we have been dinning into the ears of the people of whom we buy these things, and we feel that it is, oh, so true! But where is the remedy? The lithographers are very persuasive, and so very artful. The pictures they show us are always so very attractive, and so we buy, and buy, and buy, and all the time we know we are not encouraging art. At least, not art with a big, big A. Our justification in this matter, Professor, must ever be, that aestheticism is not our cult, but business is. And the dear public understands us and forgives us, tolerates our pictures, and in its leisure—its leisure, mind—smokes our cigars. It's a round world, after all. But against all the pictures on all the cigar boxes that ever were made I will contrast one which no human mind will have any difficulty in painting for itself. It is that of an old man, yes, or even of an aged dame, puffing contentedly at cigar or pipe; life's toil is nearly over. The gray hairs, the placid smile, the dimming eyes, or the eyes from which perhaps the sight has already gone—how beautiful these are, seen through a cloud of tobacco smoke. You may say many things, Professor, in disparagement of us who place our product where the public may buy, but you cannot rob us of our credit as painters of this picture.

We will concede everything excepting one thing. We will not admit that we are lazy or the occasion of laziness in others. We work hard, and the product we turn out sweetens toil for us and for all the world. A good cigar or cigarette, a pipeful of good smoking tobacco, a well-made piece of plug or fine cut, a noseful or even a toothful of good snuff, is as refreshing as a kiss and far more lasting. If you are past the age of kissing, Professor, which as a polite author I hope is not the case, ask your young men if I am not right.

Next Week.—Chapter XLII:—The Truth-Compelling Coin, by Frank Ruscher, of Ruscher & Co.

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THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,
BY
The Tobacco World Publishing Co.
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No. 224 Arch Street, Philadelphia.

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OCTOBER 8, 1902.

The Morgan Marshall Case.

The frequent postponements of the hearing of the box stuffing charges against Morgan Marshall, a well-known retailer of Broadway and Chambers street, New York, are giving rise to all kinds of talk. Commissioner Shields, before whom the hearing is to take place, has returned from his vacation and was on hand in the Federal Courts building at two o'clock on September 29, when it was expected that the case would go on. Revenue Agent Thompson, who arrested Marshall on August 14, came down from Albany, but nothing was doing, and the case went over until two o'clock the next day. At two o'clock on September 30, Mr. Thompson and a number of other witnesses for the prosecution were on hand, as was also Joel N. Marks, who is Mr. Marshall's attorney. To the surprise of all concerned Gen. Burnett, the U. S. District Attorney, appeared in person to represent the Government. It is said that this is the first time that any U. S. District Attorney has appeared in person in a box stuffing case. It has been the uniform custom, say those who are familiar with procedures of this kind, to have the Government represented by one of the District Attorney's assistants or deputy-assistants.

At the hearing on September 30, Mr. Marks asked for an adjournment until 10.30 o'clock on October 14. General Burnett interposed no objection, and the hearing was accordingly thus set down on Commissioner Shields' calendar. A reporter for the New York City Press Association, which manifolds routine court news for all the economical New York city dailies, and who professes to be thoroughly familiar with everything that goes on in the Federal Courts building, offers odds that the Morgan Marshall case will never be tried. He says postponement will follow postponement until the whole thing dies an obscure death in some pigeonhole in the U. S. District Attorney's office.

It is well known that certain gentlemen connected with the imported cigar department of the tobacco trust are taking a keen interest in these box stuffing cases, and that fact has undoubtedly given rise to the report that the trust has instigated the Internal Revenue Commissioner's present activity in this matter. But some of those who repeat these stories go to extraordinary lengths. They say not only that the trust is behind the prosecutions, but that agents of its hiring have put up the jobs against each of the arrested men. One of the men who are now in the toils is reported to have said that the spurious cigars found in his imported boxes were put there without his knowledge by paid employes of the trust! Those who repeat stories of this kind allege that the industrious ubiquity of the trust in the matter of these arrests is dictated by its "ravenous" determination to get control of the cigar business of the United States. The gossips ignore totally the fact that as owner of a number of the largest cigar factories in Cuba the trust has a legitimate interest in seeing that when the public asks for an imported cigar, of whatever brand, it shall get that cigar and nothing else.

Two Famous No. 5's.

Two famous buildings in the New York leaf district are No. 5 Cedar street and No. 5 Burling Slip.

At No. 5 Cedar street, in 1852, Ferdinand Cullman was the proprietor of a cigar factory employing 75 hands. Mr. Cullman, who is now in his eighty-second year, and remarkably well-preserved, recalls that fifty years ago it was his custom to go to certain points in the South and thence send orders to his factory for 200,000 or 300,000, or even 500,000 cigars, to be shipped to him. Then he would visit the trade and dispose of those cigars. They used to go off like hot cakes, too.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
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Importer, Packer and Dealer in Leaf Tobacco
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Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant.
308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235-37 Filbert Street,
is open to inspection at all times. Take elevator.

GRAULEY'S **Golden Rule** 5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Pent's **TAHOMA** FIVE CENT CIGARS
PENT BROTHERS, Manufacturers, PHILADELPHIA.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S **Cinco** Philadelphia. Cigars

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

"The Measure of Choosing Well,
is whether a man likes what he has chosen."
Make your selection of Either Brand
as your Leader, and you are sure of
HAVING CHOSEN ARIGHT:
CHIEF RABBAN, WYOMING ELK, FLOR DE REHAN **10c.**
LADY MAR, EL ORTHO, NICKNAME **5c.**
Penn Cigar Co.
723 Chestnut St. Reading, Pa.

GUMPERT'S **MANETO**
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

"Americanos" Cigars ...High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts.
PHILADELPHIA.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade.
Factory, 119 S. Christian St.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

At No. 5 Burling Slip, which since 1862 has been occupied by E Spingarn & Co., first as a cigar factory but since 1868 for the purpose of conducting a leaf tobacco business, a number of gentlemen, who are now millionaires, worked at the bench as journeymen cigar-makers. No. 5 Burling Slip and the building adjoining, at No. 7, were at one time utilized as a cigar factory by the well remembered Mark Sharkey, the "Marquis de Sharkey" of Mr. Leo Gershel's delightful chapter of the Comic History of Tobacco.

American Two to One.

Mr. Thomas F. Ryan, First Vice President of the Consolidated Tobacco Co., who reached New York from London on the Kaiser Wilhelm der Grosse, on September 30, and who is accordingly the first of the Americans interested in the settlement of the tobacco war in England to reach New York, was quoted in the New York dailies of October 1, as saying that the Englishmen had been the victors in the struggle, which is precisely what Mr. Ryan did not say and what he would not dream of saying. His authorized statement, given out on October 2, is as follows:

The agreement made between the representatives of the Imperial Tobacco Company of England on the one hand and the Consolidated Tobacco Company on the other was mutual in its character and entirely satisfactory to both sides. It was accomplished by friendly conference after full consideration of the interests of all parties affected. The agreement has an international character which has not belonged, I think, to any previous trade arrangement. It means the union of the representatives of an important business in Great Britain and America for the purpose of seeking trade hand in hand throughout the world.

My visit to London grew out of an invitation extended to me in July last by the directors of the British company, after several of the directors had visited the United States and while here had conferred with Mr. Duke, President of the Consolidated Tobacco Company, and myself regarding the respective interests of the companies we represented. The agreement made to transfer to the Imperial Tobacco Company the business of the Consolidated Tobacco Company in England was made for full and satisfactory consideration. The American company becomes a large shareholder in the English company, with three representatives on its board of directors, one of whom is Mr. Duke.

The Consolidated Tobacco Company will pursue its business in the American field, including not only the United States, but Cuba, Porto Rico, the Hawaiian Islands and the Philippines, without competition from the British company The Imperial company will not encounter the competition of the American company in the business of the United Kingdom of Great Britain and Ireland, including Scotland and Wales. In the new British-American company, the British company has one third of the stock and the American company has two thirds. The board of directors consists of six representatives of the British company and twelve of the American, with Mr. Duke as its president, who remains abroad to perfect the organization This British-American company will take over the entire business of the Imperial company and of the Consolidated company in all foreign countries and in the colonies of Great Britain, including India, Canada and Australia The agreement made is satisfactory to both sides and equitable to all interests represented.

Jonas Rosenthal to Wed.

An engagement of marriage is announced between Jonas Rosenthal, of New York city, and Miss Marion Blum, of New Brunswick, N J. The engagement reception will be held at the home of Mr. Rosenthal's mother, Mrs. Hannah Rosenthal, widow of the late Meyer Rosenthal, 341 East 50th street, New York, on November 15.

The groom-elect is associated with the well-known leaf firm of Joseph S. Gans & Co.

Y. Pendas & Alvarez.

The Grand Old Firm Name Is to be Kept Alive.

Under date of September 25 the trade is advised that the famous old cigar manufacturing firm of Y. Pendas & Alvarez will continue in business "upon the same principles and guided by the same aims as those upon which it was founded and has proceeded for so many years," and under the same firm name.

$9,000,000 Cigarette Deal in Mexico.

The American Tobacco Company on September 30, concluded a deal for the purchase of three of the largest cigarette factories in Mexico. The purchase price is said to have been $9,000,000 in gold. The factories purchased are El Buen Tono, La Tabacera Mexicano and La Compania Cigarera.

It is only a few months ago since the American business of the El Buen Tono Co. was reported to have been sold to the Surbrug Co., of New York city.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge V. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & CO.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110
NEW YORK OFFICE: 168 Water St HAVANA.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications

Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Capital of the Sumatra Companies.

PHILADELPHIA, October 3, 1902

DEAR MEDICINE MAN:

Can you conveniently give me a statement of the authorized capital of the various companies now engaged in the culture of tobacco in the island of Sumatra? LEAF BUYER

Answer.

The authorized capital of the Amsterdam Deli Co , is 1 000 000 florins.

The British Deli and Lankat Tobacco Company, limited, has a capital of £284.263 divided into £50,000 of first debentures, £100.000 of common preferred stock and £150,000 of ordinary shares.

The Deli Batavia Maatschappij has a capital of 1,000,000 florins.

The Deli Cultuur Maatschappij has a capital of 2.400,000 florins.

The Deli Langkat Tabak Maatschappij has a capital of 1,000,000 florins

The Deli Maatschappij has a capital stock of 4,000 000 florins.

The Deli Tabak Maatschappij has a capital of 1 750,000 florins, divided into 850,000 florins of 6 per cent. bearing preferred and 900.000 florins of common.

The Indragiri Tabacks Gesellschaft, a German corporation, has a capital of 450.000 Reichsmark.

The Langkat Cultuur Maatschappij has a capital of 1,200,000 florins divided into 100.000 florins of 7 per cent. bearing preferred shares and 500.000 florins of common stock.

The Langkat Tabak Maatschappy has a capital of 2,100.000 florins represented by 1.600,000 florins of 6 per cent. bearing preferred stock and 500,000 florins of common.

The Medan Tabak Maatschappij has a paid in capital of 1,000,000 florins

The Nederlansche Asahan Tabak Maatschappij, formerly H. Herrings & Co., has a paid in capital of 1,400 000 florins, divided into 600,000 florins of common preferred, and 800,000 of common.

The Padang Tabak Maatschappij has a capital of 600,000 florins.

The Rotterdam Deli Maatschappij has a paid in capital of 1,500,000 florins.

The Senembah Maatschappij has a paid in capital of 1,500,000 florins.

The Serdang Tabak Maatschappij has a paid in capital of 1.700,000 florins, divided into 575 000 000 florins of 6 per cent. bearing preferred stock and 1,125 000 florins of common.

The Shanghai Sumatra Tobacco Co., limited, has a paid in capital of 130,000 Mexican (silver) dollars.

The Sirdang Redjang Cultuur Maatschappij has a paid in capital of 250,000 florins.

The Sumatra Cultuur Maatschappij has a paid in capital of 400,000 florins.

The Sumatra Tabak Gessellschaft "Tandjong Kassau" has a paid in capital of 450,000 francs.

The Sumatra Tobacco Plantations Co , limited, an English corporation, has a paid in capital of £58 316.

The Tabak Maatschappij "Arendsburg," of Rotterdam, has a paid in capital of 710,000 florins.

The Tabak Maatschappij "Soeka Deli" has a paid in capital of 325,000 florins.

The Tabak Maatschappij "Tjinta Radja" has a paid in capital of 650,000 francs, divided into 500,000 francs of first issue, and 150,000 francs of second issue.

The United Lankat Plantations Co., limited, an English corporation, has a paid in capital of £225,438.

The total authorized capital of all these companies is 48,948,500 florins, and their total paid in capital is 34,264.704 florins.

***

The Eagle not the King of Birds.

WASHINGTON, October 5, 1902

DEAR MEDICINE MAN:

I listened to a lecture on birds, last week, which sent me home thinking. The lecturer, a distinguished ornithologist, said that the eagle, so dear to the hearts of all true-born Americans, is not the king of birds, and to what fowl of the air, do you think, he assigns that lofty place? To the crow! I am so shocked that I have decided to ask you upon what foundation this amazing statement is based.

LITHOGRAPHER'S APPRENTICE

Answer

Upon that of many distinguished ornithologists.

Sixty years ago McGillivray a distinguished ornithologist, announced that the crows must be accounted among the most highly organized of birds.

More recently, Professor Parker said: "In all respects—physiological, morphological, and ornithological—the crow may be placed at the head, not only of its own great series (birds of the crow form), but also as the unchallenged chief of the whole of the carinatae."

The carinatae, I may be pardoned for explaining, is that family of birds distinguished by a projecting breast bone, and to this family the eagles belong.

Professor Alfred Newton pays this tribute to His Majesty King Corvus: "It is, therefore, confidently, that the present writer asserts, as Professor Parker, with far more right to speak on the subject, has already done; that at the head of the class aves (birds) must stand the family corvidae, of which family no one will dispute the superiority of the genus corvus, nor in that genus the pre eminence of corvus corax, the widely-ranging raven of the Northern Hemisphere, the bird perhaps the best known from the most ancient times, and, as it happens, that to which belongs the earliest historical association with man."

***

The Tobacco Plant's Insect Enemies.

EAST HARTFORD, CONN., Oct. 1, '02

DEAR MEDICINE MAN:

Please give a list of some of the commoner enemies of the tobacco plant. My fields frequently suffer from their ravages, but I do not know their names. GROWER.

Answer

An active little pest, familiar in almost every tobacco field from Connecticut to Florida, is the tobacco flea beetle, or flea bug, as it is commonly called by tobacco growers.

It is a minute, oval, reddish-brown species, which occurs upon many solanaceous plants, feeding upon tomato, potato, horse nettle and jimson weed. The beetles make their appearance in July, attacking first the lower and then the upper leaves of tobacco. After they have fed awhile the crop becomes full of small, dry spots, and then of holes about the size of a pin point, which later may become considerably enlarged. When a crop that has suffered from their attacks is cured it is poor and thin, and frequently full of small holes. While the main damage is done in the birth condition, the insect feeds also, in its early stages, upon tobacco. Its eggs being laid at the roots hatch into minute, whitish larvae, which feed upon the roots. The damage done to the roots in this way must affect the health of the plant to a certain extent, but it is not appreciable in comparison with the damage which the adult beetles do to the leaf. It is not alone in the actual damage to the leaves done by the jaws of the beetle that the insect is injurious to the foliage of tobacco. The little holes made by it, even when the puncture is not through the entire thickness of the leaf, become the entrance points of fungus spores or bacteria which start a disease of the leaf which frequently damages it much more than the insects themselves. In moist weather this disease, started by the flea beetles, may do considerable damage when the flea beetles themselves are comparatively scarce. The most common form of this damage is known as "frog eye" or "white speck." In Europe a similar disease is called "smallpox."

The tobacco horn worms are well known to Connecticut tobacco growers as a "bad lot." There are two species of large sphinx moths whose larvae, or caterpillars, cut the leaves of tobacco, tomato and allied plants, including, occasionally, the Irish potato. Tobacco raisers do not distinguish between the two different kinds of horn worms, nor is it, for practical purposes, of the least importance that they should. The caterpillars bear upon one of the posterior segments of the body a rather stout, curved horn, which gives them the popular name of horn worms, which, in Maryland and Virginia, is changed to "hornblowers." The horn on the end of the body of one species is red, and of the other black, otherwise there is little difference between them. Both are green in color, with oblique white stripes on the sides of the body. The curious brown pupa into which the caterpillar transpires, popularly called the "jug handle," and which is found under the surface of the ground, is at once recognized by the handle shaped projection which issues from the top of the head, and is really the tongue case. From this pupa or chrysalis, the adult moths issue. Horn worms are more or less abundant in the tobacco fields over the entire tobacco growing regions of the United States. They are abundant enough in Connecticut, and would be far more numerous were not tobacco farmers so constantly on the alert for their destruction. In the greater part of the tobacco-growing regions of the country there are two "crops" or broods of worms in a season.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. W. E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

THOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

In Virginia there are occasional indications of a second generation of horn worms. In Florida there are three, and probably four. In Cuba, where the horn worm is said to be a severe pest to the tobacco industry, there is probably an even larger number of generations. The damage done by horn worms varies greatly in different seasons. Frequently, for a number of years, they will not be too abundant to be kept down readily by hand picking, and then will come a season in which they are so numerous that it is very difficult to save the crop without incurring a prohibitive expense.

An insect called the "suck fly," new as a tobacco pest and also new to science, is already regarded as a serious enemy of tobacco in Florida and other States far South. The "suck fly" damages the leaf by sucking the cell sap through its beak. The infested leaf soon becomes yellowish in color, and somewhat wilted, and the older leaves eventually split to pieces, so that they become very ragged. Experienced tobacco growers say leaves which have been badly infested by this insect are very difficult, if not impossible, to properly cure.

The tobacco leaf-miner, or "split worm," in its adult stage is a minute grayish moth. Its eggs are laid upon the tobacco leaves and the minute caterpillar lives between the surfaces of the leaf, making a flat mine, often of considerable size, with a gray discoloration visible from both sides of the leaf. This insect is a pest from Virginia to Florida, but is not known farther North than Virginia.

Among other tobacco leaf feeders, damaging mainly in the South, are the tobacco thrips, the cabbage plusia, the "white fly," tobacco, mealy bugs, the crickets, slugs, the beetle of the corn soot, and plant lice.

THE MEDICINE MAN.

A Brisk Leaf Business in Havana.

The market in Havana for the week ending September 27, has again been very active and the amount of sales aggregate 8,600 bales of the different growths and classes. Prices remain as high as ever, and the tendency is still upward for all grades excepting the botes part, of which there is an abundance, although later on in the season every bale of botes may be needed for the cigarette manufacturers and also for export to Europe. Receipts from the country increased about 15 per cent. during the week as compared with the previous one.

Havana cigar and cigarette manufacturers were the heaviest purchasers, taking 4,700 bales, while dealers and manufacturers from the United States secured 2,900 bales, and the balance of 1,000 bales was taken for export to Europe, the purchasers for the Austrian Regie having bought 700 bales of the latter. According to growths 3,700 bales of clean fillers and factory vegas consisted of Vuelta Abajo with 1,000 bales of botes and colas additional, while 2,300 bales were of Partidos, also clean fillers and factory vegas, and of Remedios 1,300 bales of old and 300 bales of new second capaduras changed hands.

Owing to the comparatively low figures for old Remedios, there has been more call for this article and unless holders should advance their pretensions too much, the chances are in favor of a continued demand, notwithstanding the fact that the consumption in the United States has not increased, but, on the contrary, may have decreased somewhat.

The 1903 Crop.

Some reports from the Vuelta Abajo speak of damage having been done to a number of seedbeds through heavy rainstorms, still unless the damage has not been too great, there may be enough plants to go around from other districts and no harm may have been done. The coming month of October is, however, always a very critical period for the vegueros, owing to the prevalence of cyclones in the Carribean sea.

From some points complaints are also heard that the moneyed interests are not as willing as formerly to help the small farmers in buying manure and plants, and this might prove a serious drawback in raising a big crop in the Vuelta Abajo. Mostly all the vegueros are more or less in debt usually to the bodegueros (grocery and country stores in the small villages), and as the last crop was a financial failure for them, the uncertainty whether the 1903 season might prove more favorable makes the bodegueros unwilling to advance more money and thus eventually increase their doubtful, and in most cases uncollectable, outstandings. The large planters and corporations which possess their own grounds will, however, doubtless raise more tobacco than ever, provided the weather conditions prove favorable.

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on **During the Month of December, 1902?**

(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3 00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest		$5.000 00	in cash
To the	2 persons whose estimates are next closest	($2.500.00 each)	5,000 00	"
To the	5 persons whose estimates are next closest	($1.000 00 each)	5,000 00	"
To the	10 persons whose estimates are next closest	($500 00 each)	5,000 00	"
To the	20 persons whose estimates are next closest	($250 00 each)	5.000.00	"
To the	25 persons whose estimates are next closest	($100.00 each)	2,500 00	"
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00	"
To the	100 persons whose estimates are next closest	($25 00 each)	2,500 00	"
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00	"
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00	"
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75.000.00	"
	35,213			
	35,213 persons		$142,500.00	

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates

(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 tax per M., for which stamps were purchased, appears below:

In December, 1900—467,092,208				In June, 1902—523,151,476
In December, 1901—479,312,170	In February, 1902—445,495,483	In April, 1902—516,835,163		In July, 1902—571,814,243
In January, 1902—496,983,717	In March, 1902—516,599,027	In May, 1902—523,035,907		In Aug., 1902—565,974,550

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.

Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG.
M. S. SPRINGER, Mgr.

CHICAGO, 56 5TH AVE.
J. N. WIDDIFIELD, Mgr.

SAN FRANCISCO, 320 SANSOME ST.
L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

R. & B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers
of
Sumatra Tobacco
Cable Address:
"HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

In the Partido district undoubtedly a large crop will be produced, as the conditions are different, and mostly all the small farmers are better off financially

That the Remedios region will not try to raise a large crop appears also to be a foregone conclusion, because with low prices prevailing in Havana and in the United States, where is the incentive?

Arrivals in Havana.

Wm. R. H. Crump, of Crump Bros., Chicago; Don Alfredo Ettlinger, of E Hoffman & Sons. I Dankowitz, Isidore Berg, of the American Exchange Cigar Co., and Mortimer Regensburg, all of New York.

Departures.

Henry F. Stock, of Kuhles & Stock, St. Paul, Minn., Benjamin Perlman, of Baltimore, Md., and A. Bijur, Sol Hamburger and H. Greenhall, of New York.

Havana Cigar Factories.

It may safely be said that all factories are now working with full forces, a few only being hampered by the still too uncured condition of the new leaf. Exports by the Morro Castle on September 27, were over 4,000,000 cigars. The Henry Clay and Bock & Co., Ltd., bought 1,100 bales of the highly prized and aromatic Montezuelo fillers and by mixing them with their other choice Vuelta Abajo leaf they should produce an excellent cigar this year. They also secured 1,000 bales of colas for their cigarette factories. H. de Cabanas y Carvajal purchased another 500 bale lot of Vuelta Abajo factory vegas. Suarez y Co. ("La Flor de J. S. Murias") say that their packings of Vuelta Abajo have given them plenty of wrappers, and that the leaf has as fine an aroma as was ever produced in any year. They are working with all hands, and their orders by cable and mail are increasing almost daily. H. Upmann & Co. cannot fill their orders fast enough, and are working like beavers.

U. S. Cigar Manufacturers.

Henry F. Stock was fortunate in finding another 500 bales of choice leaf and thus swells his total purchases to 1,000 bales for the firm of Kuhles & Stock, in St. Paul, Minn. Mr. Haya, of Sanchez y Haya, Tampa and New York, secured a fine Partido vega of 400 bales last week

Doings of Havana Commission Merchants and Leaf Dealers.

Leslie Pantin purchased 800 bales of Vuelta Abajo, Partido and Remedios.

Jorge, P. Castaneda & Co. sold 200 bales of their Tumbadero packing.

Silveira & Co. found 100 bales of old Remedios for one of their customers

Manuel Menendez Parra continues to buy for the Spanish contract.

Jose Menendez disposed of 200 bales of his Partido packing.

Gustavo Salomon y Hnos. sold 200 bales of Partido, Vuelta Abajo and Remedios to various of their friends.

Sanchez y Cueto report no sales, but are still receiving large lots of their various escojidas from the country.

Bridat, Mont' Ros & Co. purchased 300 bales of Remedios and 100 bales of Vuelta Abajo for their customers.

Don Manuel Garcia, of Garcia & Co., is busy in the country with one of his business friends, and sold 250 bales of Vuelta Abajo and Partido factory vegas.

Sobrinos de Antero Gonzalez disposed of 800 bales of Remedios, old and new, and also of some Vuelta Abajo.

Rabell, Costa & Co. report sales of 1,400 bales of Vuelta Abajo to factories in Havana.

Aixala & Co. state that they sold 300 bales of Partido and 200 bales of Remedios old crop.

Luis Muniz y Hnos. say they purchased 1,700 bales of old Santa Clara first and second capaduras, which they will turn over to their friends with only a slight advance over the cost price.

Venancio Diaz & Co. are moving their office to Angeles 10, and it is rumored they will close, or have already closed, their New York office, as Don Narcisco Gonzalez, the nephew of Don Venancio, arrived a few days ago from New York.

Remigio Lopez & Co., report having closed out their holdings by a sale of 700 bales of Vuelta Abajo and Partido tobacco to factories in Havana, and they have only a few small vegas left unsold.

Bruno Diaz & Co. sold 600 bales of Remedios and 150 bales of Vuelta Abajo.

I. F. Berndes & Co. purchased 700 bales of Partido tobacco for the Austrian regie.

Ernesto Ellinger bought 500 bales of Vuelta Abajo and Partido factory vegas for his friends.

Arrivals of Tobacco in Havana.

	Week ending Sept. 27. bales	Since Jan. 1 bales
Vuelta Abajo	7,124	129,995
Semi Vuelta	619	7,609
Partidos	2,666	46,225
Santa Clara and Remedios	2,718	87,506
Total	13,127	271,335

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

LOUIS E. NEUMANN DEAD.

THE LATE LOUIS E. NEUMANN.

Louis E. Neumann, head of the well-known cigar label lithographing firm of L. E. Neumann & Co., of 534 Pearl street, New York, died at his home at 162 East 63d street on the afternoon of October 2, of a complication of diseases, in the 68th year of his age. The deceased returned from his 25th annual visit to Europe on the Blucher, on September 30, under the escort of his eldest son, Mr. Wm. G. Neumann.

Louis E. Neumann was born in Grueneberg, Silesia, and in early manhood was an officer in the Prussian army. He came to the United States in 1846. He served in the civil war in this country and was finally mustered out as a captain. He was for many years a member of the Arion Society, of New York. He is survived by three sons, two of whom have been associated with him in business, and five daughters. One of his daughters is the wife of Mr. Max F. Schneider, of the Sumatra and Havana importing firm of Laverge & Schneider.

Sumatra by the Statendam.

The steamer Statendam reaching New York from Rotterdam on October 4, had aboard the following consignments of Sumatra.

	Bales
Pennsylvania R. R. Co.	163
A. Cohn & Co.	102
H. Duys & Co.	96
L. Schmid & Co.	46
F. & E. Cranz	21
Rothschild & Bro.	20
S. Rossin & Sons	15
A. Blumlein & Co.	4
Order	3
Total	470

Marcelino Sola in New York

Marcelino Sola, of the cigar manufacturing firm of M. Sola e Hijos, of Porto Rico, arrived in New York from San Juan, P. R., on September 29. Mr Sola has been a cigar manufacturer in Porto Rico for over thirty years. The acquisition of the island by the United States has greatly enlarged his market, and his factory in Porto Rico is busier to-day then it has been at any time in its history.

Fleck & Co. Outbid.

The United Cigar Stores Co. have outbid Fleck & Co. for the lease of the cigar store at Green's Hotel, 8th and Chestnut Sts., Phila. The United Co., it is reported, have offered $10,000 for the lease for which Fleck & Co. have been paying $7,500, and are negotiating to purchase the entire stock and fixtures now owned by Fleck & Co. An effort had previously been made to buy out the interest of Fleck & Co., but it was declined, hence other means were adopted to get possession of the place for the United Cigar Stores Co. The lease of Fleck & Co. does not expire until next spring.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest
Havana
Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I. M. JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
100 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Thos. L. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co Corning, N. Y.: W. C. Sleight.

New York's Fine New Bonded Warehouse

C. C. Hamilton & Co. Now Installed at 84--85 South St.

C. C. Hamilton & Co., the well known tobacco inspectors, samplers and warehousemen, are now completely installed in their fine new fire-proof warehouse at 84 85 South street, New York. The building, which is eight stories high, has a front of 35 feet and a depth of 164 feet. In the rear the building is 54 feet wide. The first story is of granite and the remaining stories are of Pompeiian brick, tiles and terra cotta. It was designed for the firm by G. Curtis Gillespie, and was built by the Louis Weber Construc tion Co. Inasmuch as the warehouse is close to the river front, the water working through the soil exerts a tremendous pressure on its basement which extends some seven feet below the level of the street. Several builders who were consid ering taking the contract refused to undertake to built the basement for that reason. It was necessary to have it so arranged that it would afford a good dry storage chamber for tobacco. The expedient was finally devised of making the floor of heavy iron beams between which were placed inverted brick arches, a sufficient obstacle to the upward force of the water. This construction provides for a strength sufficient to resist a water pressure of 250 pounds to the square foot. The pressure varies at different seasons of the year, and the basement, which cost $20,000, had to be made so as to resist the force at its maximum.

In their announcement to the trade, C. C. Hamilton & Co. say: "Our new 'Standard Fireproof' U. S Bonded Warehouseat 84-85 South street—between Fletcher street and Burling Slip—is now ready for the reception of goods. Low insurance rates. Electric elevators. Perfect condition of floors for retaining weight in tobacco and other merchandise. Careful handling of goods and courteous treatment of customers by employes. First class in every respect for convenience and location. You are cordially invited to call and inspect the premises."

The floors of the new warehouse are five inches thick with waterproofing in between, thus insuring a natural temperature for the tobacco stored in the building. The stories being but eight feet high have the additional advantage that stored tobacco will not be dried out by currents of air, because when filled with tobacco there will not be more than half a foot of space between the topmost bale and the ceiling.

All the upper floors of the building above the fourth story are clear of obstruction from adjoining buildings, and therefore offer exceptional advantages for the storing of Turkish tobacco, which especially demands abundance of light and air.

The building is fitted throughout with burglar and fire alarm service.

The government officer in charge at 84-85 South street is Mr. Kennedy. His office is in the front of the building and on the main floor.

The officers of C. C. Hamilton & Co., are on the floor above, and will be presided over by Mr. C. E. Hamilton, son of the senior member of the firm.

The attention of the readers of The Tobacco World is courteously directed to the card of C. C. Hamilton & Co., appearing in our advertising columns.

Following is a list of C. C. Hamilton & Co's representatives in the cigar leaf growing sections of the United States: At Edgerton, Wis., Thos. B. Earle; at Lancaster, Pa., Frank V. Miller; at Reading, Pa., Henry F. Fenstermacher; at Dayton, O., Daniel M. Heeter; at Baldwinsville, N. Y., John H. Hax; at Hartford and Warehouse Point, Conn., Leonard L. Grotta; at Hatfield, Mass., James L Day, and at Corning, N. Y., Jerome L Billington, each of whom is well known and highly respected in the community in which he performs his duties.

Mr. James M. Congalton has grown up in the business with his senior associate, Mr. C C. Hamilton, and it is to his initiative that the building of the new warehouse above described is largely due.

STATISTICS SHOW
A. COHN & CO.
import the largest quantity of Sumatra Tobacco
CONSEQUENTLY
THE MOST COMPLETE LINE
CONSEQUENTLY
THE SUMATRA HOUSE
Prices always reasonable. Write for samples to
A. Cohn & Co., 142 Water St., New York

J. C. Heckert & Co's. Biggest Month.

Barney Livingston, representing J. C. Heckert & Co., of Dallastown, Pa., is at his home in New York from his latest trip through his territory. He says that J C. Heckert & Co's. output of cigars in October was the largest single month's output in the firm's history.

The 7-20-4 Bowlers.

Four teams of the 7-20-4 bowling Club, of Brooklyn, N. Y., have been winning trophies. That's what they bowl for, but the Brooklyn dailies, whose reporters know that the club is named after Roger J. Sullivan's well-advertised brand of cigars. take the duty of reporting the matches very hard They are, in fact, so reluctant to give Mr. Sullivan's cigars a gratuitous reading notice that they always refer to the 7-20-4 Club as "the ads."

The Soby-Hazlewood Wedding.

The marriage of Mr. Charles Soby, the well-known cigar manufacturer of Hartford, Conn., and Miss Anna Juliette Hazlewood, daughter of Mr. Wm. J. Hazlewood of Leopold Powell & Co., of New York city, will take place at the home of the bride's parents, 931 President street, Brooklyn, N. Y., at 8 o'clock on the evening of November 10.

Back From Europe.

L. Schmid, of L. Schmid & Co., returned from a ten weeks visit to Europe, on the Kaiser Wilhelm der Grosse, on September 30.

New York Leaf Market.

That there is a scarcity in the New York leaf market of all desirable types of cigar leaf, save and except only Sumatra, is the general complaint. Buyers there are in plenty, but under present conditions the demand far exceeds the supply.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by ____
Name ____
Street, ____
City ____ State ____

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of Seed Leaf Tobacco

AND

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported Leaf Tobacco

YORK, PENNA.

THE CONCLUDING THIRTEEN CHAPTERS

—OF—

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS.

Following are the Dates of Publication of the concluding thirteen chapters of The Comic History of Tobacco:

Chapter 40—October 1:
A TRUE DEVOTEE,
By Louis Ash, of Louis Ash & Co.

Chapter 41—October 8:
WHAT, WE LAZY?
By Sol Rosener, of the Havana-American Co.

Chapter 42—October 15:
THE TRUTH-COMPELLING COIN,
By Frank Ruscher, of Ruscher & Co.

Chapter 43—October 22:
"OF AN AMBER SNUFF-BOX VAIN,"
By Harry W. Bremer, of Lewis Bremer's Sons.

Chapter 44—October 29:
THE BLEST TOBACCO BOYS,
By James M. Congalton, of C. C. Hamilton & Co.

Chapter 45—November 5:
NO KIN TO BACCHUS,
By Joseph Kraus.

Chapter 46—November 12:
THE FOOL AND THE FINANCIER,
By Chas. J. Waxelbaum, with A. Cohn & Co.

Chapter 47—November 19:
TOBACCO INDUCEMENTS TO THE NEGUS.
By Isaac Meyer, of Isaac Meyer & Co.

Chapter 48—November 26:
ORLENKA'S WOE
By Jos. C. Heymann, of T. J. Dunn & Co.

Chapter 49—December 3:
TOBACCO ACORNS,
By Stanley J. Winget, of the Winget Machine Co.

Chapter 50—December 10:
IMMUNE FROM THE TAX GATHERER,
By S. L. Johns.

Chapter 51—December 17:
A GREAT LADY NOVELIST'S CROWNING ACHIEVEMENT,
By D. J. Vlasto, of the Anglo-Egyptian Cigarette Co.

Chapter 52—December 24:
THE IMMORTALITY OF JEAN NICOT,
By Roger G. Sullivan.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
114 Penn Street,
W. J. BAILEY, Manager. READING, PA.

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

Philadelphia Trade Passes a Quiet Week.

The tobacconists of this city are having a quiet trade this week. The continued disagreeable weather has not improved the condition any, either. Cigar manufacturers seem to be getting satisfactory reports from representatives on the road. It is only occasionally that a report of comparative dullness is heard.

Our progressive manufacturers several weeks ago began to pay special attention to their holiday trade, and several of the factories have booked good-sized orders for packages specially intended for the holiday season.

J. L. Lyons, a cigar dealer at Twentieth and South streets, was recently arrested upon the charge of having sold cigarettes to children under sixteen years of age. He was convicted of the charge in Quarter Sessions last week, but was discharged upon his own recognizance to appear when wanted.

S. T. Banham, of the well-known jobbing firm of S. T. Banham & Bro., Manayunk, returned last week from a several months tour through England and the Continent. He had a very enjoyable trip, and was greatly pleased on learning that the firm's trade was in excellent condition at the present time.

A new cigar store was recently opened at Fifteenth and Federal streets by H. Miller, which is handsomely fitted up, and the genial proprietor is making very courageous efforts to make it one of the principal stores in that section of the city.

Another new store was opened by D. Miller at 1157 Passyunk avenue. Mr. Miller is also a cigar manufacturer, and is confident of doing a good retail trade at this place.

Hon. Tom. Dean, the genial representative of the Cuban-American Manufacturing Co., stopped in Philadelphia on Saturday last, en route to Tampa. He had just time enough for a cordial handshake with a few of his many friends in this city.

J. W. Madison, the general representative of Trujillo & Co., of New York, made a short stay in this city recently, having just returned from the New England States, where he scored quite a victory in the firm's products.

J. Bayuk, at Sixth and Walnut streets, has successfully launched his Jeffersonian clear Havana little cigars, which are put up in bundles of ten each, and retail at ten cents.

It is now confidently hoped that E. G. Dunlap, of Arguelles, Lopez & Bro., will be able to come to Philadelphia from Cleveland by the end of this week.

B. Wasserman, the well-known cigar importer, and Mr. Abrams, with Garcia, Caracaba & Vega, both of New York, were among this week's visitors in this city.

Joseph C. Heymann, of T. J. Dunn & Co., has returned from his bridal tour and has actively resumed his duties with that firm. It is reported by this house that their trade is at present in a very prosperous condition and that their facilities are being taxed to the utmost.

Sig. C. Mayer, of Morris D. Neumann & Co., of this city, returned recently from a highly successful trip through the Southern States.

Doings in the Leaf Trade.

Frank Dominguez, of E. A. Calves & Co., has just returned from Cuba, and reports the purchase of about 800 bales of Havana. He informed the writer that this year's crop of Pardito and Vuelta is a failure, and that he does not think the Remedios will turn out any too well.

Walter Lazar, with Sutter Bros., had a narrow escape from personal injury at Atlantic City a few days ago. As it is, his bicycle was completely crushed in an elevator, and Walter was laid up temporarily.

Sidney Labe, of Benjamin Labe & Sons, sailed on the St. Paul, last Saturday, for home, having purchased in all about 640 bales of Sumatra for his house.

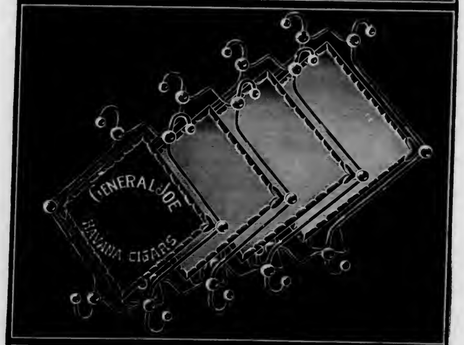
Julius Hirschberg, of Julius Hirschberg & Bro., left for his home at Tallahassee, Fla., last week.

A. K. MANN,
Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

COLSON C. HAMILTON, JAMES M. CONGALTON,
Formerly of F. C. Linde, Hamilton & Co.
FRANK P. WISEBURN, LOUIS BUHLE, C. E. HAMILTON,
Formerly with F. C. Linde, Hamilton & Co.

C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, 8 Stories High. 84--85 South St., New York.
First-Class Free Storage Warehouses:
209 East 26th St ; 204 108 East 27th St ; 138 138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis ; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton O ; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



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Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56	STYLE 57	STYLE 58	STYLE 59
MIRROR	6 inch.	7 inch.	8 inch.	9 inch
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880. KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

☞Samples to Responsible Houses.☜

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.

READING, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE F-R-E-E WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.

Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.

Sole Owners and Manufacturers,

RACINE, WISCONSIN, U. S. A.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK — **KRUEGER & BRAUN** LITHOGRAPHERS AND PRINTERS. — Samples furnished on application — 322-326 East 23d St. NEW YORK. — NEW BRANDS Constantly ADDED

Eugene J. Powell, with George Burghard, is now spending a ten days' vacation in Chicago.

Leopold Loeb & Co. received 138 bales of Sumatra on Monday. Mr. Arthur Loeb, of this house, is still at Amsterdam.

Among the week's visitors in the leaf trade were Frank Pulver, with Sutter Bros; Barney Regensberg, with Hinsdale Smith & Co.; Max Herzog, with P Dennerlein & Sons.; J. C. Mahle, with J H. Goetze & Co.; Charles Lederman, of Joseph Lederman's Sons, and Wm. Kohlberg, of M. P. Kohlberg & Co., all of New York, and Jas. McDonnell, of the Baltimore Leaf Tobacco Co., Baltimore, Md.

PHILA. LEAF MARKET.

The leaf trade has had another quiet week. Only small sales have been reported, but in rather more numerous transactions. Inquiries for goods have come in at a fairly rapid rate, but as yet have resulted only in sales pending.

Sumatra is more steady and fairly active, but of small volume.

Havana is moving in a fairly satisfactory way, and yet manufacturers seem willing to make purchases of such goods only as may be needed for early use.

EXPORTS.

London, 12 hhds; Antwerp, 132 cases; Liverpool, 61 hhds.

—The drug store at Cherry and Summit streets, Toledo, O., has been sold to the Ohio Cigar Co, which is believed to be a branch of the American Tobacco Company.

—The Buckeye Leaf Tobacco Co, at Dayton, O., has been incorporated with a capital of $10,000, by F. O. Wolf, R. J McCarty, H A. Haherer, F. J. Haldeman and J. W. Kallius.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO., Lancaster, Pa.

CIGAR FOREMAN, now in charge of a factory, desires to make a change; reference as to ability, character, etc., exceptional; competent to take full charge of any factory, city or country; speaks German and English; 20 years experience Address FOREMAN, Box 96, care of The Tobacco World, Phila. 10-8-1t

FOR SALE—One hot or cold air power filler dryer, two Coughlty power bunching machines, two Coughlty stripping machines, 5,000 M. D. & P. molds. Will sell cheap to quick buyer, as we need the room. A. THALHEIMER & SON, Reading, Pa. 9-10-tf

FOREMAN WANTED—MUST have good experience in general management of factory and packing; also keeping revenue books; reference required. Only first-class men need apply. 10-8-3t E. SCHOSTAG, Columbus, Neb.

FOR SALE—Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

TEN JOHN R. WILLIAMS CO Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8 6-tf

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

WANTED—Private registered labels. Send samples; state prices. "W." 1534 Champa st., Denver, Col. 1t

—Max Salomon, of Kalamazoo, Mich., a well-known cigar and tobacco dealer, died recently at his home in that city.

—The Bee Cigar Store, Marion, Ind., recently conducted by Moe Baldwin, has been purchased by Frank Beshore, who will add several new lines to the stock.

Smoke It Cheroots

Are the only Sumatra Wrapped Cheroots on the market selling at retail

3 for 5 cents

Excellent combination filler, and wrapped in foil. Made only by

M. Kleinberg,

219 North 2d Street, Phila.

SPECIAL SELLERS.

Our GOO-GOO 3-Cent Cigars

Have established the claim of **Superior Quality.** They are especially good sellers with any dealers who have ever put them in stock. If you don't carry a line, you should do so, in justice to your own trade. Exclusive territory given. Write for samples.

N. W. Frey Cigar Company,

LITITZ, PA.

G. W. A. Hankey Tobacco Co.

Packers of and dealers in

Foreign and Domestic Leaf Tobacco,

591 West Mason Avenue,

YORK, PA.

Match It, if you Can---You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,

Factory Representative for Pennsylvania.

Kinney's New Year Greeting.

At least one of "Jack's" numerous friends had him in remembrance on the occasion of the Jewish New Year, as witness the following message sent on a postal card from Chicago, and addressed, "Jno. A. Kinney, Tob. Peddlar," Philadelphia:

YEAR		MONTH
5663	*L'Shono*	1st day Tishri
1902	*T'Vo*	2nd " October

JACK: Take a good "Maslum" on me before you go to the Yiddish Temple.

A Happy New Year.

Would like to hear from you. * * * * *

Best Workmanship The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

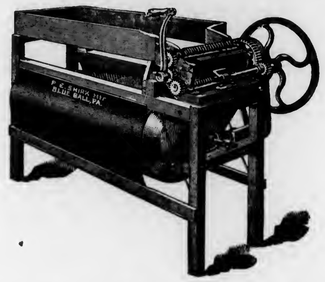
DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

THE DAISY
Tobacco Cutting Machine



Noted for Clean Work and Uniformity of Scraps. It cuts tobacco in a moist state, avoiding dust and waste. It is suited for bunching machines or hand work. These are desirable features in any cigar factory.

THE DAISY
Cigar Box Trimmer

This machine is well designed and well made. It is durable, and the most desirable **Cigar Box Trimmer** ever built.

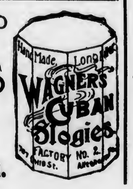
FOR PRICES AND FURTHER PARTICULARS, ADDRESS

P. E. SHIRK, MANUFACTURER,
BLUE BALL, (Lancaster County) PA.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Bro., York, Pa.

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher. Hopkinsville, Ky.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories:
Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

York's Model Leaf Warehouse.

New Building of J. H. Stiles Nearly Completed.

The new warehouse now being completed at York, Pa., by J. H Stiles, will be, in many respects, a model in that section of the country Its dimensions are 50 feet wide by 130 feet deep, four stories high, each with a clear height of 9 feet, which together with a basement of similar height gives an area of floor space second to none in that locality. The basement will be concreted and asphalted, making it damp proof, and thus fitting it for packing, sweating or storage.

A portion of the first floor will be used for offices, sample rooms, etc., leaving the remainder together with the basement, second third and fourth floors, entirely for storage purposes.

The building was commenced in April, and possession will be taken about October 15th.

The building of a leaf tobacco warehouse so as to be particularly well adapted to its various purposes is not an easy proposition, as was shown to the writer's satisfaction, by Mr. Stiles, a few days ago. Many buildings of a like character are faulty in some particular or another; it may be in point of construction, arrangement, sanitary, ventilation or otherwise, and it was not until after much serious thought had been given to all the details that the plans were finally adopted and the work begun.

The floors are divided into three sections, by columns and posts, spaced about 16 feet apart, and running lengthwise with the building, supporting the girders. These supports are continuous and extend from the concrete footings below the cellar bottom to the roof, and not from floor to floor, as is so often the case The supports throughout the basement and first floor are 10 inch iron columns and from thence to the roof are 10 inch by 10 inch long leaf Georgia pine posts. The girders that run between these supports are 10 inch by 14 inch, 14 feet long, and the joist between the girders, 3 inch by 14 inch, 16 feet long, doubly bridged and spaced about 14 inches on centers, all of a similar quality of timber as the posts above mentioned

The floors throughout the building are double; an under floor of 1¼ inch yellow pine running diagonally, and the top floor of 1 inch maple with a layer of heavy building felt between.

The roof is covered with Warren-Ehret's four-ply slag roofing, which, with the double floors and heavy timber, makes the building a type of the slow burning construction.

The building is well lighted from all sides, and will be equipped with modern sanitary conveniences, an electric elevator, etc., making it, without a doubt, the most complete and modern structure of its kind in the country.

The plans were prepared by Hamme & Leber, architects, of York, Pa., and Geo. W. Gilbert, of the same city is the contractor.

LANCASTER'S REPORT.

Lancaster, Pa., Oct. 6, 1902.

Last week was a busy one in the leaf trade here, and several sales of importance which had been pending for some little time were finally consummated, running the total volume of business up several thousand cases.

Mr. Goldberg, of Kramer & Goldberg, recently returned from San Francisco, where he disposed of about 800 cases, which have lately been shipped.

Sales aggregating about 1,000 cases are also reported by M. M. Fry, and others who have been among the more active ones were I. H. Weaver, John D. Skiles, C. W. Bitner, and Walter S. Bare. I. H. Weaver reported over 400 cases sold.

Several of the country packers have also reported sales. Baker & Eshleman, at Ephrata, report 200 cases of 1901.

There is comparatively little sampling remaining to be done, and all in all the crop has shown up in a way that is really gratifying to the packers.

Some buying is still in progress,

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

LA FLOR DEL FLORES
The BEST and
Most Rapid Selling
Package Goods
Excellent Quality
Attractive Packing
Manufactured by
E. H. NEIMAN'S
LA FLOR DEL FLORES
5 FOR 10¢
E. H. NEIMAN, THOMASVILLE, PA.

A. F. HOSTETTER,
Manufacturer of
High-Grade
Domestic
Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

F. H. Beltz,
MANUFACTURER OF
High-Grade Cigars
Schwenksville, Pa.
"Country Inn" Our Specialty
Clear Havana Filler 5c. Cigar.

B. F. ABEL,
Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

but it is by no means general. The prevailing price seems to still be 8 and 2 cents.

B. F. Good returned from Cincinnati on Thursday last, and says he had an entirely satisfactory trip.

Latest News from York, Pa.

The manufacturers of this vicinity while certainly very busy, are forced to idleness owing to the murky weather and consequent inability to work the tobacco. To further this discomfort the weather still continues as it has been for the past ten days.

A scarcity of hands is another drawback to more substantial business at Windsorville, Pa. Mr. Gable of that place reports that over 200 cases of cigars were shipped from his factory during September.

David Forrey, the manufacturer of "Tub Chewing Tobacco," is enlarging his present Queen street plant to accomodate the increasing orders for his output. The addition is a three story brick building, and when completed will contain all the modern appliances for manufacturing chewing tobaccos.

One of the South George street cigar dealers is demonstrating to his friends and patrons the culture of the tobacco leaf by having on exhibition two healthy tobacco plants, which, by the way, make acceptable house plants. In size and appearance they surpass any attempts at field culture.

I. B. Hostetter has finished cutting his shade grown tobacco, and is satisfied the experiment has been an initial success toward larger culture in this manner here in the future. It is hoped this demonstration has aroused sufficient interest to warrant this belief.

The receipts at the revenue office at York for September were over $10,000 in excess of those for August showing conclusively the recent increase in the cigar trade here.

A meeting of the Eastern Cigar Box Manufacturers' Association will be held in York on Friday next. This action is the direct outcome of a semi annual meeting of that organization held in Philadelphia last week, and which was not very largely attended.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Late last Sunday night the cigar store of S. H. Meyers on North George street, was entered and robbed of about fifty dollars worth of high class cigars. The entrance was effected from the rear, and up to the present time no clue has been obtained as to the identity of the robbers.

Messrs. Hover & Kauffman, of Starview, report that their trade has never been better, and are satisfied if the present number of orders on hand will continue indefinitely.

The cigarmaking business is booming in all sections of York County. In many districts there is a scarcity of cigarmakers and the output in many factories is curtailed because of the manufacturers being unable to get more hands. The Keystore Cheroot Company, of Hanover, find it absolutely necessary to increase its output to 250,000 cheroots a day in order to supply the demand for its goods. The company has advertised for 100 girls and boys and if sufficient help is available in Hanover, the old shoe factory building will be fitted up with the latest improved machinery for the manufacture of cheroots. The present output of the company is 50,000 cheroots a day. In event of the company being unable to secure sufficient help in Hanover, the company will transfer its factory to Chambersburg, Franklin County, where great inducements have been offered, and where plenty of help can be secured.

Joseph R. Strawbridge, solicitor, has given notice through the daily newspapers, that application will be made on October 22 by Jacob E. Weaver, J. George Schneider and C. I. Weaver, for a charter under the laws of Pennsylvania for a corporation to be known as the Weaver Tobacco Company. The new concern will manufacture smoking and chewing tobacco.

Cigar manufacturers throughout York County are interested in the candidacy of David B. Goodling, of Loganville, for member of the State legislature on the Republican ticket. Mr. Goodling is the leading cigar manufacturer in Loganville, which position he reached by thorough and honest business qualifications. He is a typical York Countian, and if elected by the people will be the right sort of a man to represent York County at the State capital.

The Winget Machine Company, manufacturers of bunching machines and cigar molds, whose factory was destroyed several weeks ago in the Palace of Amusement fire, and whose factory was later removed to the City Hotel, is now located in fine quarters in the rear of the Hess Furniture Company's building, Cherry and Gay avenues. The company is now better equipped than ever, and has orders on its books to keep the plant in constant operation until next January Mr. Winget told The Tobacco World correspondent that the outlook was very promising and his company expected to do a much larger business from now on than ever before.

Visitors to city during the week were H. S. O'Niel, of Dayton, O., and Chas. Moulter, of Buffalo, N. Y.

Trade-Mark Register.

Long Ike. 13,815.
For cigars, chewing and smoking tobacco. Registered September 30, 1902, at 9 a m, by Charles A. Smith & Co., Philadelphia, Pa.

Cascade of 1904. 13,816.
For cigars, cheroots and cigarettes. Registered October 4, at 9 a m, by Shryock-Johnson Mfg. Co., St Louis.

Golden Horn. 13,817.
For cigars. Registered October 6, 1902, at 9 a m, by W. H. Morris, Allegheny.

Union League Club of Allegheny, Pa., 13,818
For cigars. Registered October 6, 1902, at 9 a m, by W. H. Morris, Allegheny, Pa.

REJECTIONS.

Post Master, White Elephant.

CORRECTION.

Allen's Blue Wreath, registered September 13, 1902, by Joseph A. Ludwig, Chicago, Ill., should have been for R. W. Allen, Chicago, Ill.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

T. P. C., The Pharmacists Co., Schopenhauer, Ellinore, Charles Kendall Adams, The Yellow Van, Summer Sweet, Hasan Ali, Mahomet Pasha, F. H. F. Specials, Michigan Tips, Anchor Savings Specials. Tampa Maid, Eagle Cigar Spotter, Eagle Brand, Palmer Cox, Tzgan, El Re Buah, Private Trade Cigar Co., Grey Eagle, Hotel St. Regis, The White Mule Outing Club, La Flora de San Juan Crooks, La Amarilla, Jay, Oliver Horn, La Vernie, Lord Elgin, Muchroom, Lake County Superior Court House, Pronoun, Garry Owen, King Puzzle, Bedworth, Jr., Gato 1871, Barnett's 309, El Receta, Brillion Harvest, La Nacion, Barb City, Barb City Special, San Fedisti, Judge Porter, Mr. Casey, All Cream, Cream of the world, M. C Mexicana Rothschild, Washington Square Pharmacy, H. & M., Flor de Vale Verde, La Rosa Cienduegos, Factory Guarantee, M. Quad, Cheekawgo, Miss Rutte, India Planta, Jean Bart, Select Combination Don Carlito, Corn Husker.

The War of Chicago.

CHICAGO, Oct. 3, 1902.

Over 500 cigar and tobacco dealers and manufacturers attended the meeting of the Retail Cigar Dealers' Association of America, held at the Masonic Temple last week.

Clarence Darrow, Frank S. Wilson and William Prentiss, lawyers, and M. W. Diffley, cigar dealer, made speeches, and the following officers were elected:

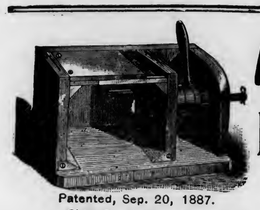
President—Thaddeus H. Howe.
Secretary—William F. Crowley.
Treasurer—Hiram L. Wiltse.
Vice Presidents—John J Dolan, Ralph Sprague, and H. A. Roberts.

Over 400 members have been enrolled and seventy-five applications for membership were received at the meeting.

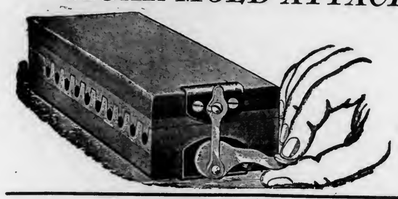
Clarence Darrow urged the dealers to organize thoroughly and then refuse to handle anything but union-made goods.

Another speaker who talked on the benefits of organization wanted the association to adopt a by-law imposing a penalty of $100 on any member found guilty of dealing in combine goods. He declared that this was the only way to make the organization thoroughly effective. The combine he said, was offering temptation all the time to the small dealer, and a fine of $100 would be a check on such men. The same speaker advised the abolition of the internal revenue law as a means of disruption, holding that this would open the way to all who wished to engage in the tobacco business.

Lengthy resolutions were adopted


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
ESTABLISHED 1871
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf **TOBACCO**
We have a few **B and C Fillers** left of the 1900 crop
EAST PETERSBURG, PA.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

deprecating the offering of prizes by dealers, the use of billboard advertising, and the use of inferior material by manufacturers who found their profits cut down by the combine.

It is said there are 25,000 retail cigar and tobacco dealers in Chicago. All of them will be urged to join the association. It is the intention of the organizers to make it national in scope, and to have a distinctive sign over the doors of places of business of those who are members.

Circular letters are to be sent out by Cigarmakers' Union 14, to all trade unions in Chicago, explaining in full the various phases of the present fight against the so-called trust. All union men will be asked to purchase tobacco from none but the independent dealers. It is expected that this letter will reach over 175,000 men, most of whom are smokers.

Sympathy for the cause of the Association was expressed in a practical manner at the meetiug when M. J. Friedman and L. Crump, both dealers in leaf tobaceo, gave $100 each, to be used in the fight against the tobacco combine. It is expected that their action will result in other wealthy members of the organization donating sums of money.

Canada's Cigar Increase.

The increase in the production of cigars in Canada during the past fiscal year, is estimated at 7 per cent. over the production of the preceding year.

Observers of conditions in the two countries are of opinion that the indications are that in the United States the ratio of the increase in the consumption of articles of luxury, like cigars, is about 15 per cent. which may turn out to be a useful hint to those who will estimate the production of cigars in the United States next December under the conditions of the Florodora Tag Co's. $142,500 offer.

Imports and of Cigars Leaf Tobacco

FROM HAVANA

Per steamers Esperanza, Morro Castle and Montserrat.

CIGARS	cases
Park & Tilford, New York	37
Acker, Merrall & Condit, New York	29
B. Wasserman Co., New York	27
G. S. Nicholas, New York	21
Waldorf-Astoria Segar Co., New York	7
Esberg-Gunst Co., Portland, Ore	5
S. Bachman & Co., San Francisco	5
Hyneman Bros., Boston	5
Duncan & Moorhead, Philadelphia	4
M. Blaskower & Co., San Francisco	4
Michaelis & Lindeman, New York	4
Estabrook & Eaton, Boston	4
George K. McGaw & Co., Baltimore	3
Morten & Co., New York	2
Best & Russell Co., Chicago	2
H. Straus, Cincinnati	2
R. A. Alger, Detroit	1
C. B Perkins & Co., Boston	1
Reymer & Bro., Pittsburg, Pa.	1
W. A. Stickney Cigar Co , St. Louis	1
L. Blumgart, New York	1
Total	166
Previously imported	7,110
Imported since Jan. 1, 1902,	7,276

LEAF TOBACCO	bales
Kuhles & Stock, St. Paul	825
B. Perlman & Co., Baltimore	295
J. Bernheim & Son, New York	285
E. Rosenwald & Bro., New York	278
E. A. Calves & Co., Philadelphia	256
S. I. Davis & Co., New York	235
E. Arendt & Son, New York	183
E. Regensburg & Sons, New York	156
Calixto Lopez & Co., New York	152
F. Miranda & Co., New York	151
Sutter Bros., New York	151
F. Garcia Bros. & Co., New York	125
J. P. Castenada & Co., New York	100
Weil & Co., New York	100
Sartorious & Co., New York	93
A. Pazos & Co., New York	89
L. W. Scott & Co., Boston	72
A. Cohn & Co., New York	67
I. Menendez, New York	67
S. Rossin & Sons, New York	55
S. L. Goldberg & Sons, New York	54
Hamburger Bros. & Co., New York	54
G. V. Watson & Co., New York	50
L. Bremner's Sons, Philadelphia	50
L. Peters & Co., Detroit	47
L. Friedman & Co., New York	42
I. Bijur & Son, New York	40
B. Castellano, New York	31
Manrara Bros. Co., New York	30
K. Straus & Co , Philadelphia	30
Loeb-Nunez Havana Co., Philadelphia	25
M. Atak & Co., New York	23
M. Kemper & Sons, Baltimore	20
Rothschild Sons & Co , Chicago	20
Havemeyer & Vigelius, New York	16
Carl Upmann, New York	15
Meyer & Mendelsohn, New York	14
B. Diaz & Co., New York	13
H. Cosio, New York	10
Hinsdale Smith & Co., New York	10
Yocum Bros., Reading, Pa.,	10
D. H. Delmonte, New York	7
G. Salomon & Bro., New York	6
R. Fernandez & Co., Cleveland	6
B. Labe & Sons Philadelphia	5
J. Vetterlein & Co., Philadelphia	5
J. Cohn & Co , New York	4
S. G. Ruth, New York	4
B. Fernandez, Milwaukee	4
J. Merfeld & Co., Baltimore	4
A. Gonzalez & Co., New York	2
Total	4,386

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the BEST OLD RESWEATED Cigar Leaf
Samples free to responsible houses.
Write for prices.

J. Edward Cowles' Proposition.

A somewhat novel, as well as interesting proposition was made to dealers in last week's edition of Austin, Nichols & Co's. Weekly Price Current, by J. Edward Cowles, manager of the cigar department of that well-known distributing house.

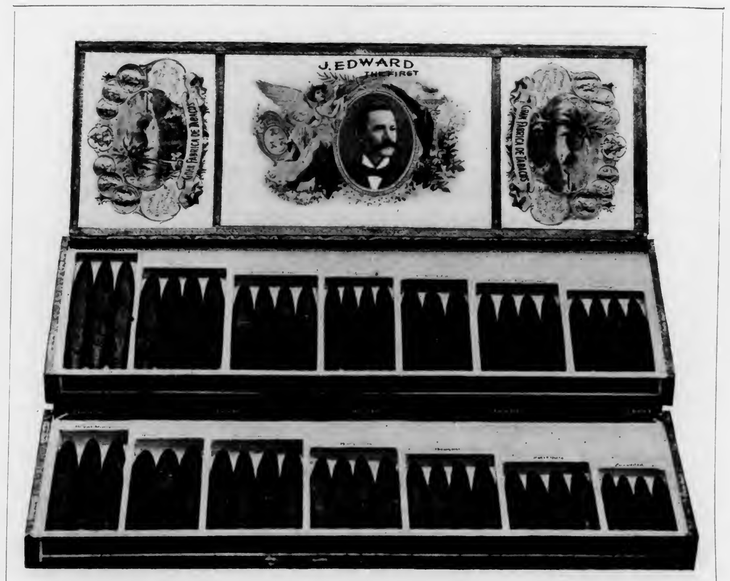
Mr. Cowles used in connection with the space devoted to his weekly announcement, the annexed illustration of his "Exhibition Box," and presented the following reasons for doing so. He said:

"Here is an opportunity to cater to the connoisseur and high class trade generally, without purchasing a large stock or taking unnecessary chances. A reputation for handling fine goods in any line, will help your trade in all lines, inspire confidence in the article, you recommend, and add tone and character to your business. Try one of the above assortments and learn just what your trade requires."

He referred to an assortment of 50 cigars, as shown in the illustration, of their J. Edward The First brand of clear Havana cigars. upon which he was making a special drive.

—The steamer Chalmette, leaving Havana for New Orleans on Sept. 27, carried ten bales of leaf tobacco consigned to A. Hussey & Co., St. Louis, Mo.

AN EXHIBITION BOX.

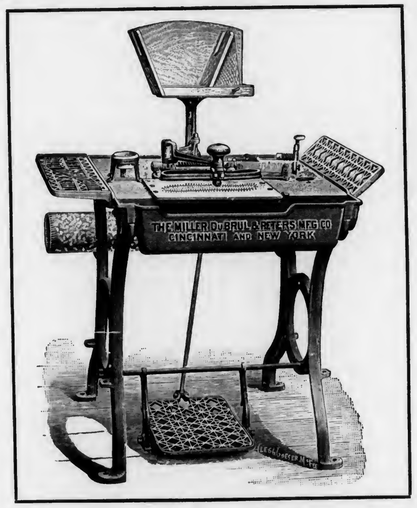


THE TOOL AND THE HAND

By use of the DuBrul Dieless Suction Table and the hand of the operator you get a perfect cigar, and a perfect cigar is what we are looking for.

The imperfections of a machine made cigar are many and glaring.

A machine could make a passable cigar if every bunch were like every other bunch. Such is not the case, but the machine goes on working just as if it were, and no wrapper really and faithfully follows the lines of the bunch; consequently, we have loose wrappers, pockets, false heads, and a cigar whose wrapper shrivels up and makes what would otherwise be recognized as a fine smoke look like a twofer.



The human hand is the only machine that can properly roll and wrap a cigar.

The hand of the operator with a wrapper cut and held stretched on a DuBrul Dieless Suction Table makes a cigar which comes as near perfection as anything produced by human effort can be.

The Dieless Table has come to stay. It will most certainly supplant all other tables.

It cuts a better wrapper than a table fitted with dies and rollers could possibly cut. It doesn't get out of order and require constant attention and repair. It leaves the table open and flat for the operator to work upon, with no dies or other makeshift in the way. Palm work comes natural instead of finger work, as is the case when dies are used.

This table is so simple in action, and its working parts are so few and easily understood and kept in good shape, that operators are glad to use it; they won't use any other if they can help it.

To further progress, we should like to see some way to improve this table, but how it can be improved we must admit is altogether too much for us.

There are a multitude of reasons why this table is needed by you, and a line from you will bring the reasons from us.

If you must use a Die Table, you ought to use the best of that sort. We make it, and we can show it to you at our offices.

Ask for booklet w. s., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

10

Trade in Reading.

Cigar manufacturer Edward Ganter, who recently returned from an extensive trip through the western part of the United States, has taken out a permit with Revenue Collector Cranston, to manufacture chewing and smoking tobaccos of the "butts" brand on the third floor of his cigar factory. His bond in $2,000 was approved by Mr. Cranston. A number of additional hands will be employed.

The Union Cigar Company, having filed a bond in the sum of $1,000 with Collector Cranston, will begin the manufacture of cigars next week, at 450 North 11th street They will employ ten hands.

Moore & Schlack, proprietors of the Mansion House cigar store and billiard parlors, have completed making a number of improvements to their place of business. The walls of the rooms have been repapered and the brass racks, ornaments, etc., have been repolished and the pool tables have been repaired.

Dr. Milton G. Hollis has rented the store room at 228 Penn street, and will begin the manufacture of Egyptian cigarettes as soon as his imported tobaccos arrive from New York. He will engage in the manufacture of high grade Turkish cigarettes and engaged the services of expert Greek and Turkish workmen. The cigarettes will all be hand made. Mr. Hollis has copyrighted a name, which is now in Washington being registered.

The Colonial Cigar and Tobacco Co., M. S. Taylor, manager, is increasing sales weekly. They now serve 220 stores in Reading and vicinity, and are looking for larger headquarters, their present place at 5 South 9th street being entirely too small.

F. K. Reed, of the Doremus Automatic Vending Co., of New York, has inspected the set of sample cigar slot machines made at the National Brass Works on a contract for 100,000. The machines proved satisfactory, and the factory is likely to be run on cigar slot machines for some time.

Taylor Bros. Tobacco Company received large orders from Missouri for their Union Butts, and for Good Stuff, their new brand. Large orders have also been received from Pittsburg, McKeesport and Johnstown. They have installed an automatic dryer, with a capacity of 600 pounds per day, and an engine and boiler to operate their cutting machines, of which they have the latest designs. John F. Taylor, manager of the concern has returned from a recent successful western trip. The factory will occupy the entire four floors of the Cheetham Building, at Carpenter and Cherry streets, by October 15.

Lawrence Stocker, Reading's champion professional pool player, and one of the cracks of the state, who has been employed at Moore's pool parlors for some years, left on Monday for Wilkesbarre, where he will take charge of one of the largest pool parlors and cigar stores in the place.

P. K Steffy, cigar manufacturer of Sinking Springs, is making alterations to his factory.

C. M. Yetter, cigar manufacturer at Mohnsville, is building a large addition to his cigar factory. George Pawling has the contract. When completed work will be given to a number of additional hands.

For the first time in the history of this district the receipts from cigar stamps exceeded the sale of beer stamps here. In other months the beer revenue receipts were twice, and in some months three times, as large as the receipts from cigar stamps. The falling off in beer stamps is the result of the strike in the coal regions.

Frank A. Weber has started a union label factory at 142 Cedar street, and was granted the use of the Cigarmakers' Union label. Mr. Weber is a large distributor in New York, and has engaged Frank J. Hunt, a former well-known cigar manufacturer of Reading, as foreman of the factory.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Such sales as have been made upon the poles have been for very fair prices. We have heard of but one for less than 20 cents in the bundle, and 22½ to 25 cents when assorted. These were doubtless fine and desirable crops. But this can be said of the bulk of the crops. The main difference is found to be largely in the colors. The real Boston lights have the preference It is all sound, free from holes or damage of any kind, or pole sweat, and yielding abundance of wrappers. We hope that our growers will go slow when asked to sell. A good price looks you in the face, and you should ask a suitable price for the goods. We have now the news of the incorporation under the laws of New Jersey, for $125,000, of a company to be known as the Connecticut Valley Tobacco Company, with these directors: Warren M. King of Northampton, Benjamin M. Warner, of Hatfield and Duane H. Nash, of

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. } WAREHOUSES: { Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

Amherst. Their place of business is to be in Hampshire County, Mass Mr. King is cashier of the Northampton National Bank. Mr Warner is a practical tobacco grower and dealer. Of Mr. Nash we have never before heard.

It is claimed that all of the best of the broad leaf crop in Connecticut has been picked up, about 4,500 cases, the price ranged from 20 to 28 cents. Sutter Brothers secured about 1,600 cases. The A. C. Company 1,000 The others engaged in the scramble were Hinsdale Smith & Co., Gershel & Bro., and L. B Haas, and one or two others.

Our correspondents write:

Northfield: "Thomas Quinlan sold 10 cases of 1901 tobacco that was raised by Pat Coughlin (probably low grade) at about 10c through, to a New York party."

Hinsdale, N. H: "I have to report the sale to an Ohio party of 15 cases of the 1901 crop at 14c by J. K. Bascomb."

Northampton: "The tobacco is curing down finely and is exempt from sweat, frost, holes and all other maladies. I don't hear of any sales, although the packers are examining the crop preparatory to buying."

Conway: "The tobacco is curing very nicely and light. The wet, cloudy, dark weather I fear may affect the late cut. The early cut has nearly cured and must be out of danger of pole sweat. There are two good crops of 1901 yet unsold in town."

East Granby, Ct.: "The crop here is the best we ever raised, sound and fine. We hear of sales in nearby localities in the bundle, and prices reported at from 20 to 22½c. Our growers are rather shy about contracting, as they have been bitten too often."

There are in Whately about 350 cases of 1902 tobacco that is owned by Seth B. Crafts and Walter W. Sanderson. While at Conway, two lots, one of about 30 cases, owned by H. T. Newhall, and the other is a good lot, all assorted in good shape.

North Hadley: "There have been a few sales of tobacco, prices ranging from 15 to 28 cents. P. Whalen 8 acres at 20c in bundle; Charles Abbot, 15c in bundle; Frank Hubbard, 17c in bundle, to James Day. M. Dewire, 8 acres, J. Dewire, 8 acres in bundle at p. t., James Day, 14 acres put up, reported 28c, to Loomis, of Springfield."—American Cultivator.

—

BALDWINSVILLE, N. Y.

The new crop is now practically all in the sheds and the crop as a whole has turned out much better than was thought possible early in the season owing to the late setting It is curing down nicely. No buying of the new crop has yet been reported. There is still a demand for good grades of the 1901, but there is very little of this crop still in the growers' hands B. Danow of Syracuse bought 15 cases last week at private terms. Quietness still reigns at the warehouses with the exception of that of A. Heinke, who is still handling the goods purchased in Ohio some time ago. A shipment of 40 cases was made from the Erdt warehouse on Monday to New York. On Monday R. F. Thorn sampled 40 cases of 1901 for Wm. Merritt at Meridian.—Gaz.

—

EDGERTON, WIS.

The buying of the new tobacco is being pushed with about as much vigor as at any time since the market opened. The Vernon county district is also receiving attention again and quite a good deal of the crop lifted, but at prices that do not exceed that of other sections. Buyers are out in all the growing localities and the aggregate sales of the week are probably as large as any time of the season. The great bulk of the transactions are at figures not far from what seems to be the established price, 8 cents for the wrapper and binder grades.

A long stretch of damp, wet weather that has prevailed of late, conditions that produce shed damage, has caused some uneasiness among growers, a few of whom built fires in their curing sheds as a preventative Possibly some damage from pole rot has occurred, but it is hoped not serious enough to cut much figure. Clearing weather again has put an end to all these dangers, but growers need to watch their sheds closely.

The market for cured leaf has developed no new features and only a moderate trade is reported. A sale of a 100cs lot was made by C. L. Culton Wednesday. Randell & Hartzell sold 26cs of 1901 to Child at 8, 4 and 2c. Joseph Mayer's 1900 packing is being sampled by Frank Ruscher.

Shipments, 400cs.—Reporter.

—

HOPKINSVILLE, KY.

M. D. Boales.

Market has ruled quiet but strong, with sales all private in lots of special styles, which are sampled by request of buyers as orders come to hand. Stocks consist mostly of medium, good and fine long Leaf. Bright and colory styles are very scarce and strong at full price. Lugs are very scarce and firm within quotations.

Lugs—Com. 4¾ to 5¼c; Med., 5¼ to 5¾c; Good, 5¾ to 6¼c Fine, 6¼ to 6¾c

Leaf—Com., 6 to 7¼c; Med., 7¼ to 8¼c; Good, 9½ to 10½c; Fine, 10 to 12c.

Spinning Leaf, 7½ to 10c; Cigar Wrappers, 8 to 11c; Plug Wrappers, 9 to 12.

The remnant of growing crop in the field, estimated at 25 per cent., is growing fine; with two weeks more to stand will be the finest part of the crop.

MONTHLY REPORT—SEPT.

	1902	1901
Receipts for month	105	375
" " year	11,805	12,325
Sales for month	363	754
" " year	9,898	11,119
Shipments for month	1,125	920
" " year	11,781	13,807
Stock on sale	1,112	1,034
" sold	1,807	1,043
" on hand	2,918	2,127

Smokes of Famous Smokers

"You would think that about sixty standard brands of cigars would offer a wide choice," said the man behind the counter, "but sometimes a stranger wanders in here and asks for a smoke I never heard of Generally he comes from the South or West, and I guess it is some regular brand he wants which travels under a different name where he lives

"There is very little difference between good cigars, though they have many names. I have been in the business for many years and at one time or another served most of the prominent men of the country I have always smoked and consider myself a critic, but after I have had a cigar or two I can't tell for the life of me by the odor what is the name of a cigar I am smoking Of course I can name it by its shape, and anybody knows a strong cigar from a mild one, but the most expert can be fooled on brands. In spite of this many prominent men insist on certain brands and are unhappy if they don't get them. Sometimes they complain that an inferior tobacco is being used, but that is not true. Their taste has palled and they need a change.

"Few men have their cigars made for them these days. That used to be the proper thing ten or twenty years ago, but so many brands are made now that a man can get about what he wants. Men who go to such hotels as the Hoffman, Holland, Fifth Avenue or Astor House generally stick to their favorite cigars, be they dear or cheap, strong or mild, but it's different with the Waldorf crowd. They all think it's necessary to buy a high priced cigar there, but that's no line on their actual habits.

"King Edward is one of those who have their cigars made in the old-fashioned way. The tobacco is grown for him on a private estate. It is said to be the finest in the world, and great care is taken to make the cigars of the same strength and generous size he desires. President Theodore Roosevelt, on the contrary, will smoke any old thing at hand when he feels the need of nicotine, though he prefers a strong imported cigar. His varied experience in wood and on the plain made him none too particular in regard to brands. Attorney General Philander C. Knox has his cigars made by a house in Havana, despite the fact that he comes from Pittsburg, the home of the stogie, or 'tobie,' as it is called there. 'Phil' waxes genial under the influence of his cigars, which cost him about 37 cents each by the thousand, and he offers them freely to friends and callers if he considers them up to the proper standard to enjoy such a smoke.

"Colonel H. B. Hilton, son of Judge Hilton, for almost twenty years had a special brand of cigars made for his use, at a cost of more than 50 cents each. ow he's 'broke.' William C Whitney, with all of his native luxurious tastes and the money with which to indulge them, smokes a small, mild cigar which costs him 3 cents each by the thousand. He has more expensive cigars for friends, but this is his favorite smoke. John W. Gates occasionally lights a stogie, but this probably is in deference to his Pittsburg associates in the iron and steel world It is probable that there is not a single millionaire who has come out of that city, with the exception of Andrew Carnegie, who does not enjoy a quiet whiff of the stogie so beloved by James G Blaine in his schoolboy days in Washington-Jefferson college. He always had one in his mouth when not in school. Senator Isham G Harris of Tennessee prefers a cheap smoke, consuming quantities of 5-centers, or the even less expensive stogie.

"Benjamin Tillman, of South Carolina, smokes two for a quarter and strong. 'Joe' Blackburn likes them big and black, and pays 30 cents for his brand. He and other lovers of the oil in the weed occasionally indulge in an hour's wrestle with a Celestiales or Invincibles. which cost from $1 to $1.50 One of these pulled at vigorously, is guaranteed to wreck the nerves of an ordinary smoker for a day.

"Matthew Stanley Quay is a 'dry' smoker, and nibbles at the end of an unlighted cigar frequently in Washington, and all the time when he is fishing in San Lucie, Fla. He would love to touch a match to the end, just to celebrate the landing of a huge tarpon, but his physician has forbidden it. Roswell P. Flower also was a 'dry' smoker, but he differed from Quay, who likes a good imported cigar, though he can't smoke. Flower would chew at any cigar that came handy, and before he was through with it the end was ground to a pulp. Senator Ailen is a persistent smoker, buying 15 cent straights by the half dozen, and keeping up the chain until all are gone. Chandler of New Hampshire does not smoke in public, though he pulls at a strong pipe at home.

"J. Pierpont Morgan smokes a small but strong, imported, two-for a quarter cigar in his office. Few have seen him finish a cigar elsewhere, though he lights one in respect to custom after a dinner with friends or business associates. Mr. Morgan's box of cigars in his office is open to all of his employes, but only his partners dare to take them.

HOLIDAY GOODS & ADVERTISING NOVELTIES.

THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in

Leather Goods and Celluloid Signs

of every and all descriptions at prices so reasonably low that they cannot be duplicated anywhere else.

When it comes to New Ideas, We are just full of them.

Samples and prices cheerfully sent those who really mean to buy.

Epstein & Kowarsky, 351 Broadway, New York.

Cigar Molds

Knives, Boards, Cutters, Presses, Casers, Scrap Cutters, Automatic Sprayers, Branding Machines Booking Blocks, Bundlers, Revenue Books. in fact, **Everything that can be used to advantage in a Cigar Manufactory,** is illustrated in **OUR CATALOGUE No. 5.** It also contains all the latest and up-to-date Cigar Mold Shapes. **Ask for it,** before you make that other fellow happy with your order at a big price. We can please you, and **Save You Money,** at that.

The Sternberg Mfg. Co.
DAVENPORT, Ia., U. S. A.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.
Local & Long Distance Telephone

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED. 1e Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
N. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Great Reduction in Price
550 Times Sweeter than Sugar.
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

James J. Hill puffs like an engine behind the biggest and blackest he can get. It is not extra fine, but, because of its size principally, costs him 30 cents. He is not famed for offering them to anybody else. Henry W. Cannon, president of the Chase National, always has a box of medium cigars in his office, while Darius Miller likes strong perfectos.

"Former Secretary Herbert buys his cigars as he smokes them, paying 15 cents each for the mildest he can get. Every day after lunch former Mayor Robert A. Van Wyck buys $1 worth of medium cigars of a certain brand. They cost 15 cents straight, but in this way he gets seven for $1, thus saving 5 cents. He stuffs them in his pocket, but only smokes two or three of them, giving the rest away. Justice O'Dwyer buys medium Havanas, four for $1, while Magistrate Mott buys one mild 10 center at a time.

"Representative Sulzer likes a strong domestic cigar costing 10 cents, but buys imported ones for his friends, and hands them out freely. Amos Cummings uses a favorite brand of home made, for which he pays 10 cents, and Representative George B. McClellan likes 5-cent straights, but occasionally indulges in five for $1, when they must be strong. Stewart of Nevada pays 25 cents each for his and wants them of the mildest. Senator O'Grady goes him 5 cents better. John Fox of Democratic club fame likes any cigar so it is good, while former Corporation Counsel Whalen uses a certain small and thick cigar two for 25 cents. Anthony N., Brady likes very mild Carolinas, three for $1. John C. Sheehan smokes 15-centers, straight and strong, while William drags at black 40 centers. Croker pays the same for his, but they must be fat and black. He is not the hard smoker he used to be, probably because of stomach trouble. 'Bob' Hilliard pays high for his smokes, and insists that they be oily—that means of the strongest. Though these are their regular habits, many of the men here mentioned light an occasional cigarette, when busy, for a short smoke."

PATENTS RELATING to TOBACCO, Etc.

709,920 Feeder for cigarette machines, Traugott Moesinger, Brooklyn, N. Y.

710,018 Tobacco-conveying device for cigarette-bunching machines, Johann R. Schmitt, Oberrad, Germany.

709,938 Tobacco-ordering chamber, James M. Taliaferro, Lynchburg, Va.

709,943 Cigar machine, Wm. A. Turner, Providence, R. I.

710,027 Machine for stringing tobacco leaves, Samuel D. Wheeler, Fowlstown, assignor of one-half to D. S. Miller, Attapulgus, Ga.

LATE REVENUE DECISIONS.

Sale of Twist Tobacco by a Grower.

A tobacco grower, who stated that he desired to twist his tobacco and sell it to consumers, and asked whether he would be required to pay a tax on such tobacco, was advised that an internal revenue tax of 6 cents per pound is imposed on twist tobacco, and that a farmer who raises tobacco is not privileged to stem, twist, roll, plait or otherwise change it from its natural condition, or sell the same to consumers as manufactured tobacco free from tax.

Destroying Material.

A collector, who reported that a manufacturer held at his factory some unstamped manufactured tobacco, which he desired to destroy, was advised that if this unstamped tobacco, if offered for sale, would not bring a price equal to the tax, it could be destroyed by burning or mixing the same with some substance which would render it unfit for use as smoking or chewing tobacco, and that it must be weighed by some deputy collector and the actual quantity destroyed reported in writing, so that proper credit could be given the manufacturer for the quantity so destroyed.

Re-use of Cigar Boxes.

A cigar dealer was advised that all cigars must be put up in boxes not before used for that purpose and containing a statutory number of cigars, and that every person who sells, or offers for sale, or delivers, or offers to deliver, any cigars in any other form than in new boxes, as above described, will incur the penalties imposed by Section 3392, Revised Statutes, and that under this statute a dealer in tobacco can not lawfully re-use the boxes for packing cigars. It was further advised that whenever any stamped box containing cigars is emptied it is the duty of the person in whose hands the same is to utterly destroy the stamp thereon; and any person who wilfully neglects to do so incurs for such offense the liability of a fine of $50, to which is added imprisonment of not less than ten days nor more than six months, as provided by Section 3406, R. S.

Labeling Cigar Boxes.

A collector inquired whether a cigar manufacturer may have the caution notice branded on the bottom of wooden boxes instead of affixing the required caution notice label on such boxes containing cigars, and was advised that every manufacturer of cigars must securely affix, by pasting, on each wooden box containing cigars manufactured by or for him, a label, on which must be printed the number of the manufactory, and the district and State, and the caution notice in form prescribed by Section 3393, Revised Statutes, and that the caution notice label can not be branded, stamped, indented or burned into the bottom of wooden boxes in contravention of this section of the statute. It was pointed out that the rule is different where manufacturers use pasteboard, tin or other metal packages for packing their cigars, and which packages are submitted for approval by the Commissioner.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

Factory Warehouse.

A manufacturer recently stated that he desired to build a warehouse, separated from his factory, in order to cheapen his insurance, and asked whether it is permissible to remove the tobacco from one building to another, and whether the bond will have to be amended to cover the storage warehouse. He was advised that all unstamped manufactured tobacco must remain on the bonded factory premises, and can not be removed from the manufactory to an outside storage warehouse not situated on the bonded factory premises; but that if the proposed storage warehouses will be built on the same bonded premises, lot or curtilage, with no intervening ownership or occupancy of other persons, there would be no objection to the bond being so amended as to include the present premises and the new premises upon which will be erected the storage warehouses; and that the entire premises, including the storage warehouse premises, must be described in an amended statement, Form 36, and in the new bond to be executed on Form 40.

Cigars From the Philippines.

Following the recent order of the Treasury Department adopting the opinion of the Attorney-General that cigars made in the Philippines and brought into the United States are not subject to Internal Revenue tax, the Commissioner addressed a letter to the Secretary of the Treasury, suggesting that some distinctive mark or label should be placed on all boxes containing such cigars. He said in part:

"Some distinctive mark or label which will enable Internal Revenue officers to identify the cigars as of Philippine origin, and exempt from Internal Revenue tax, is deemed essential in view of the fact that all cigars brought to the United States from foreign countries are subject, under the provisions of Section 3402, Revised Statutes, to an Internal Revenue tax, payable by stamp as in the case of domestic cigars; and that cigars found on this market, without the proper stamp affixed thereto, would be liable to seizure in the absence of any official evidence showing the same to be exempt from such tax."

In reply the Acting Secretary of the Treasury stated that Section 84 of the act of July 1, 1902, extends the laws relating to the collection and protection of customs duties not inconsistent with the act of March 8, 1902, to goods arriving from said islands in the United States and its possessions. Section 2804 of the Revised Statutes, as amended by Section 26 of the act of August 28, 1894, requires the inspection and stamping of imported cigars before delivery from customs custody. He was, therefore, of the opinion that cigars from the Philippine Islands should be stamped with customs stamps like cigars imported from foreign countries, and that the word "Philippines" should be placed on the stamps by way of distinction.

BUSINESS CHANGES, FIRES, Etc.

California.
Santa Barbara—Julius Wintzer, leaf tobacco, attached $1,700.

Illinois.
Chicago—Shoesmith & Rees, cigars, petition in bankruptcy.

Indiana.
Lafayette—D. C. Silpher & Son, cigars, sold out.
Marion—S. Van Devanter, cigars, real estate mtge. $1,900 canceled.
Terre Haute—John L. Mattox, cigars, discontinued.

Massachusetts.
Boston—Charles O. Bosworth, cigars, sold out to George H. Bosworth —— Daniel Delury, cigars, etc., discontinued:
Westfield—Fred L. Thorpe, cigars, etc., sold out.

Michigan.
Pontiac—J. L. Marcero & Co., wholesale tobacconists, succeeded by J. L. Marcero & Co., inc.

New Jersey.
Bayonne—Joseph Grieco, cigars, etc., chattel mtge. $500.

New York.
Ithaca—Wm. L. Howe, cigar manufacturer, judgment $379.

Ohio.
Napoleon—Hall & Orwig, cigars, etc., dissolved.
Newark—Henry Bolen, cigars, real estate mtge., $1,050.
Toledo—Henry Stock, cigar manufacturer, real estate mtge. $1,000.

Pennsylvania.
Cambridge Springs—W. F. Bookwalter, cigars, closing out.

Rhode Island.
Greenville—T. F. McManus, cigars and tobacco, petition in bankruptcy.

Texas.
Waco—Sam Freund & Co., cigars and tobacco, suc'd by Wolff Cigar Stores Co.

Washington.
Ritzville—W. S. Eastman, cigars, etc., sold out by trustees to Smith & Hough.
Spokane—J. A. Mack, cigars, etc., sold out to T. J. Quisley. —— Shepherd-Vincent Co., not inc., cigars, etc., H. T. Shepherd, individually, chattel mtge. $2,000.
Tocoma—J. A. Denholm, cigars, sold out to D. O. Foley.

Wisconsin.
Milwaukee—Henry Kerns, cigar manufacturer, warranty deed $1.

JACOB G. SHIRK,
40 W. Orange St., Lancaster, Pa.
Wholesale Manufacturer Jobber
Plug and Smoking Tobaccos and Cigarettes
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT · KING DUKE GRANULATED
KING DUKE CUT PLUG · SHIRK'S BEST TWIST

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WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited · Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS
VIRGINIA · PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

JUST SAMPLED and READY FOR SALE,

Six Thousand Cases

1901 Pennsylvania,

and

Four Thousand Cases

1901 ZIMMER, GEBHARD and DUTCH

The Best Packing we have Ever Put Up.

S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover. East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

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The New Remedios, Santa Clara and Manicaragua are said to be the poorest grown in years.

OLD HAVANA

At Present Prices

Is a Good Purchase.

We have a large stock of Desirable Goods to offer.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

E. ROSENWALD
& BRO.
Packers
Importers
and
Exporters
of
TOBACCOS
145
Water Street
New York

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XLII.—THE TRUTH-COMPELLING COIN.

By FRANK RUSCHER, of Ruscher & Co.

I am unable to tell you where the truth-compelling coin came from in the beginning, because, you see, all that part of its history was written with a pen dipped in Nathaniel Hawthorne's famous bottle of Egyptian darkness, and in hieroglyphics, at that, but at Manila it fell into the hands of an American soldier and so got to San Francisco, where I first heard of it. Magic is still practised in the Philippines, and this was and is a magical silver coin, as, I promise you will believe before you have done with its history. Its two marvelous properties are these: first, in whatever land it is, and it is forever circling the globe, it is legal tender and everywhere of the value of a twenty-five cent piece; and secondly, he who has it in his possession, if only for an instant, must tell the plain unvarnished truth, no matter what the consequences to himself.

My soldier friend, who brought this unusual piece of money from Manila to the United States, bought a couple of cigars with it at a retail tobacconist's in San Francisco. He asked for clear Havanas and selected two out of a box bearing a widely known label. Before leaving the shop he asked the dealer, in whose palm the truth-compelling coin happened to be resting, a question, which many a retailer has been asked and will be asked again:

"Is this really a clear Havana cigar?"

"No, sir," answered the retailer, obeying a Will that robbed his tongue of the power to lie, "There isn't a sprig of Havana in it. It's faked all the way through."

The returned soldier, instead of rejecting the cigars he had bought, sank into a chair and laughed till his sides ached. Then he went out and told everyone he met about the extraordinary dealer, with the result that all of them, concluding him to be an honest man, went to him for their cigars. But by the time the first of these new customers arrived the dealer had parted with the magical coin, of whose identity and singular properties he was, of course, ignorant, and was able to lie again in the good old way. Nevertheless, the reputation he had gained for truthfulness stood by him. Since the one time when he did really tell the truth he has done, and is still doing, so much business that he is growing rich, for all San Francisco believes him to be an absolutely truthful merchant.

MR. FRANK RUSCHER.

I wish I had space to tell you of all the capers the truth-compelling coin played on its journey from San Francisco to New York. It spent a month in Chicago and almost succeeded in reforming the town—but only almost. Then it skipped to Philadelphia, but in Philadelphia it found nothing to do. Everybody in Philadelphia is a saint, anyway, and so the wonderful quarter of a dollar flew on to New York, where it has been full of business for ever so long now. I happen to know, through sources I would not make public for worlds, that ever since it got to the metropolis it has circulated very freely among all classes of the tobacco trade. It has been in the pockets of great officers of the Trust, in those of certain gentlemen whom I may call, without impropriety, the little brothers of the Trust, and again in those of others who may rightly be called the Trust's poor relations—and oh, the fun it had! It enjoyed itself rarely—but when I tried to discover what it had learned it turned up its Goddess of Liberty nose at me and told me to mind my own business.

So here we are in our own element in Water street with the career to tell of the magical coin in the tobacco district. Perhaps you will believe me when I say that the truth-compelling coin is doing good work, and, then, perhaps you won't. Anyhow, I am myself the present possessor of the coin, which I mean to keep so long as I shall be able, and since I know its properties and am sure that I couldn't tell fibs now, even if I wanted to—which I don't—I'll go ahead, at least as far as I dare. I spotted the coin the instant it landed among the cigar leaf people, and I know the details of every prank it has played among them. But am I free to spread them on paper? Ah, there is my dilemma! You see, the tobacco people are, as the observer of mankind has said of human beings in general, "neither very good nor very bad." I am one of the so so kind myself. However, I am under the spell of the truth compelling coin, and, willy-nilly, must speak in all openness. Well, then, suppressing names, like the prudent citizen I try to be, these are the facts. While the wonder working coin circulated in Water street, in Pearl street, in Front street and in Maiden Lane, and that was only a few months ago, those thoroughfares were like the streets of the Celestial City. Ohio leaf did not masquerade as Pennsylvania, nor Massachusetts as Connecticut. Imported Havana wrapper leaf did not come in in filler bales, and every importer cheerfully paid the higher duties. There were no dishonest bankruptcies; no backbiting; the tongue of the detractor was silent, and that of the boaster stuck in his throat. And best of all, those who came to buy told the truth about their finances, and so the market was prosperous as of old, is prosperous to-day, for the effects the magic coin produces are not transitory.

If ever I shall discover that the market is in a languishing condition I'll put the truth-compelling coin in circulation once more. In the meantime I'll keep it in my own possession, at least I'll keep it as long as the superior power that regulates its ownership permits me to do so. It may be gone to-night when I look for it among my treasures, or to-morrow morning. But if it is, I'll know how to conduct a search for it: I'll do business with whatever man I can feel is telling me the truth, and when I pay him for such purchases as I shall be sure to make, I'll take care to get my change in twenty-five cent pieces.

Next Week.—Chapter XLIII:—"Of an Amber Snuff Box Vain," by Harry W. Bremer, of Lewis Bremer's Sons.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco VUELTA ARRIBA
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and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

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Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

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Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

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IMPORTERS & PACKERS OF
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DEALERS IN LEAF TOBACCO HAVANA
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BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
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IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

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OCTOBER 15, 1902.

The Leaf Man's Alphabet.

BY ACCHILLES SWYPENHEIMER

A stands for Amsterdam, where famed Sumatra grows
Upon the big Inscription Tree, as everybody knows.

B recalls the "Boston lights" the trade still loves so well,
Tho' nowadays the darker shades are ev'ry bit as swell.

C stands for Cuba, child of the smiling sea,
Or for our own Connecticut, it is all one to me.

D stands for Deli in a far East Indian isle,
Where great plantations stretch along for many a statute mile.

E represents the Export types,
That very poor stuff old Europe swipes.

F is the Farmer so very shrewd and grim,
Who gathers in the shekels we yearly bring to him.

G? Oh, G's the Ground leaf, so spotted and so pale,
That used to come to Water street in many a crated bale.

H is the onliest only, the prized Havana crop.
Whatever would become of us if that good crop should stop?

I is the gay Importer who foreign marts infests
His name is found quite frequently upon ships' manifests.

J is the jolly Jobber with his broker on the street
He is the very jolliest (?) chap you e'er may hope to meet.

K stands for old Kentucky, the blue grass queen,
Where hogshead leaf is still on tap as it has ever been.

L. This little letter just idly lilts of Leaf
Sometimes so uncertain as to bring good men to grief.

M means the Men who buy or sell
The types of which these verselets tell.

N stands for North Ca'liny—the old North State—
Whence come those brainy gentlemen now prominent and great;
North Carolina "brights" are they—that very wealthy crew;
Great Britain's at their mercy and, maybe, so are you.
North Carolina bright leaf, 'tis whispered here and there,
From many a "Turkish" cigarette perfumes the ambient air.

O, here's to gay Ohio, that fruitful commonwealth
Contributes Zimmer Spanish to the nickel smoker's health.

P. Give place to Pennsylvania! Great, great, great!
Biggest manufacturing and leaf producing state.

Q. Of queer Quebrado you have doubtless often heard.
In truth it has significance, this awkward Spanish word.

R represents Remates, and that is Spanish, too,
Just ask some Cuban friend to make it clear to you.

S shall represent Sumatra. Take notice that I sing
Not of the tent-grown substitute, but of the genuine thing.

T stands for Turkish leaf, those little golden flakes
That for its choicest cigarettes the great world takes.

U. We'll let this letter stand for simply U.
I hope U like these verses I really hope U du.

V- irginia—oh, old Richmond's fair and bright.
They're teaching many a young chap there to make cigars just right.

W is Wisconsin that "binds" us all together.
Let's hope she'll always have the best of growing weather.

X, oh, "ten spots" still are scarce and fine.
That's why I dedicate to them this reminiscent line.

Y. Why what on earth's become of Yara
That seems to be forever growing rara?

Z. And Zeal is still a factor in every bus-i-ness.
It brings content and happiness. It also brings success.

Mr. Duke's City Home.

James B. Duke, on October 2, took title to the property at the northeast corner of Fifth avenue and 76th street, New York. The property has a front of 27 feet on Fifth avenue by a depth of 120 feet on 76th street. Plans are now being drawn by a Boston architect for the house which Mr. Duke will build on this site, and which he will make his city home.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

L. G. Haeussermann
Importer, Packer and Dealer in Leaf Tobacco
No. 23 North Third Street
Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL
B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO
WHOLESALE AND RETAIL,
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LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

GRAULEY'S **Golden Rule** 5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Pent's **TAHOMA** FIVE CENT CIGARS
PENT BROTHERS, Manufacturers, PHILADELPHIA.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S **Cinco** Philadelphia. Cigars

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

"THE END OF DOUBT IS THE BEGINNING OF REPOSE."
Dispel your doubts; get to using CIGARS OF QUALITY, and repose from worry will be your lot.
CHIEF RABBAN, WYOMING ELK, FLOR DE REHAN **10c.** LADY MAR, EL ORTHO, NICKNAME **5c.**
Penn Cigar Co.
723 Chestnut St. Reading, Pa.

GUMPERT'S **MANETO**
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

"Americanos" Cigars ....High Grade....
Weaver's Original Havana Shorts
MANUFACTURED BY
H. M. WEAVER & SON,
Sole Agents for NATURAL LEAF Smoking Tobacco.
Sixth and Race Sts. PHILADELPHIA.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

Why Import Fine Cigarette Cases?

EUROPE SHOULD NOT HAVE A MONOPOLY OF A DESIRABLE CLASS OF BUSINESS.

CLOSED OPEN

Why is it that articles such as the cigarette case shown above are not generally on sale in the better class retail cigar stores in the United States? The one in the picture was bought in Carlsbad, Germany, and is the property of Mr. Benjamin Foster, of Einstein, Townsend, Guiterman & Shearn, New York. Mr. Foster usually has it filled with Condax strawtipped cigarettes. But that is a detail; the significant thing—the thing significant of a lack of enterprise on the part of American cigar store keepers—is that Mr. Foster's cigarette case should have come from Europe. It is of gun metal inlaid with gold and platinum, and every cigarette lover who sees the picture will agree that its construction makes it the most convenient of all cigarettecases, because the smoker does not have to open it in order to get a cigarette. All he need do is to give a gentle tug, and there you are.

Cigar store keepers, as a class, are forever complaining that business is dull and profits small. Not one in ten carries a stock of smokers' articles, and yet it is smokers' articles precisely which pay the largest profits and which well-to-do tobacco lovers are very glad to see in the storekeepers' show cases. Pipe smokers will never be as numerous in America as they are in England, and for that reason cigar store keepers may be pardoned if they do not carry on hand a large stock of pipes, but the cigarette smoker, and particularly the man who smokes Turkish cigarettes, may always be counted upon as a buyer of cigarette cases The plural is here used advisedly, because he is very apt to buy more than one case. The "Turkish" habit is an expensive one, and the man who is addicted to it usually has plenty of money to spend.

But Germany, where the cigarette case illustrated above comes from, is far away; the jewelers' shops, where gun metal cigarette cases, silver or gold match boxes, or similar articles, are ordinarily on sale, supply a part of the demand, yet they do not make a specialty of such things, as cigar store keepers could easily do, and for these reasons and others one sees fewer such things in the possession of well-to-do tobacco lovers than one would expect to see.

It would seem altogether that the requirements, and tastes of people of this kind are far better understood in Europe than they are in America, for in almost every large city in France, Germany, or Austria the dealers are forever introducing new marvels. American tourists are among their most liberal patrons, and almost every returning traveler brings home a more or less gorgeous and costly cigar or cigarette case of metal or of leather, decorated with gold and set with gems. There is no reason, in the nature of things why the Europeans should monopolize this market. We can manufacture just as fine things on this side the Atlantic, and our cigar store keepers can sell them, too, if they will but try. The buyers are here, and no people on earth spend more liberally than we do.

The Tobacco World gives this hint to the retailers of cigars, and hopes to learn soon that they are profiting by it.

Siamese Tobacco.

The best tobacco in Siam grows at Petchabun. It is planted in open fields near to the town after the floods in September or October, and the first crop, or tips, which is considered the best quality, is gathered about February and the last about the beginning of May. The very best quality is reserved for the use of the king and the chief officers of state.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers *and* Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge V. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & CO.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110
NEW YORK OFFICE: 168 Water St HAVANA.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Few Smokers in Smoking Cars.

NEW YORK, October 6, 1902

DEAR MEDICINE MAN:

The weather to day being remarkably fine I treated myself to a ride on one of the open smoking cars of the Third Avenue Elevated Railroad. Although I knew I was privileged to smoke anywhere in the car, force of habit sent me to a rear seat, for, as you know, in the open trolley cars smoking is permitted only in the four rear seats. The long rainy spell we have had in New York, which ended on Sunday night, had laid the dust, the sun was shining brightly, and altogether I don't know when I enjoyed a smoke more than I did today on my ride from the City Hall to Harlem. Like all confirmed smokers, I am much given to introspection. Nevertheless on my ride to-day I took pains to note carefully some conditions on an open smoking car which I think will interest you. In the first place, although there were eighty-four people in the car only fourteen of them were smoking, and of all the occupants of the car thirty six were women and ten were children. The fact that fully one-half the passengers were women confirms what other observers have noted, namely, that women like to ride in smoking cars.

In the second place, not a single smoker in the car threw his ashes, the stump of his cigar or the butt of his cigarette into the street over the railing at his side. I recall that when the management of the Metropolitan elevated railroads was first urged to put smoking cars on its lines its refusal to do so was based upon the statement that its smoking patrons would be more apt than not to dump ashes and the still lighted stumps of their cigars and butts of cigarettes upon the people passing below, upon wagons or upon buildings, thus adding to the risks from accidental injuries or fires. Open smoking cars have been running on the Third avenue line for some months now, and not a single accident of this kind has as yet been reported, which indicates, to my mind at least, that open air smokers are very considerate people.

The third fact I noticed was that every smoker, either through the same force of habit which regulated my choice of a seat, or else out of consideration for the women and children in the car, selected one of the four rear seats

But here is what puzzles me: Why wasn't that car filled exclusively with smokers? It was just after dinner, the very time when smokers best enjoy a smoke, and yet there were in that crowd of eighty-four people but fourteen smokers. If this proportion holds good for the rest of the population, then there cannot be more than about 12,000,000 smokers among the 77,000,000 or so people of the United States, and if but 12,000,000 of us smoke we must all indulge our pet vice inordinately in order to consume the thousands of millions of cigars and cigarettes and the vast quantities of pipe tobaccos that are manufactured every year in the United States.

AN OBSERVER OF MEN AND WOMEN.

Comment.

To estimate that there are in the United State not over 12,000,000 of people addicted to the smoking habit is in my judgment to guess too moderately, for there must be fully twice that number and more. But my correspondent's basis for an estimate of the kind he attempts to make is not a correct one. The occupants of one open air smoking car in New York city cannot be taken to be representative of the population of the United States.

Statistics of the kind indicated are most difficult to compile, and after they are compiled are mislead ing. We know that we manufacture in the United States about 7,000,000,000 cigars every year, at the present rate of production, but we do not know what proportion of these are little cigars weighing over three pounds to the thousand. Those who smoke little cigarssmoke more of them than do those who smoke cigars properly so called.

My correspondent's other remarks are in line with those of most other smokers and, therefore, call for no special comment.

***

The Best Description of a Cigar Store.

In answer to one who signs himself "A Literary Worker" I would say that, in my judgment, the best description of a cigar store that has ever appeared in print was written by the late George Augustus Sala. I think it so delightful that I make no apology for reprinting it here:

"There used, some years ago, to be a little tobacconist's shop, somewhere between Pall Mall and Duncannon street, known by the sign of the Morro Castle. It was such a little shop, and it smelt so strongly of cedar and of the Indian weed that itself was not unlike a cigar box.

"Here I used to think a threepenny cigar about the greatest luxury in which a young man of pleasure could indulge, but a luxury only to be ventured upon at the occurrence of solemn festivals, and when the treasures of the mines of Potosi, to the extent of a few shillings, lay loose in one's waistcoat pocket. There were threepenny cigars in those days, and they were delicious. I am afraid that the manufacture has ceased, or that the threepennies have lost their flavor, for Ensign and Lieutenant Dickeystrap, of the Guards, declares that you cannot get anything fit to smoke under ninepence, and that a really tolerable 'weed' will 'stand you in' eighteenpence. Prince Fortunatus, they say, gives half-a-crown apiece for his Regalias.

"The Morro Castle, however, did a very modest but, I believe, remunerative, business in cigars at from threepence to sixpence each. Well do I remember courtly old Mr. Alcachofado, the proprietor of the Morro—always in the same well-buttoned frock-coat, always with the same tall shiny hat with the broad turned-up brim—always puffing at, apparently, the same stump of a choice Londres. It was well worth while laying out threepence at the Morro Castle; for, in consideration of that modest investment, you were treated, for at least five minutes, like a peer of the realm. Mr. Alcachofado himself selected your cigar, and if you approved of it, snipped off the end in a little patent machine, and presented it to you with a grave bow. You proposed to light it; but this Mr. Alcachofado would by no means permit. He drew a splint from a stack in a japanned stand, kindled it at the gas jet, and with another bow handed it to you. If you wished to fill the heart of Mr. Alcachofado with anguish, and to pass in his eyes for a person of the very worst breeding, you would when the splint had served your turn, cast it on the floor, and trample it underfoot. I have seen the proprietor of the Morro glare at people who did this, as though he would have dearly liked to take off his curly-brimmed hat and fling it at their heads. Regular customers knew well the etiquette of the Morro, which was gently to blow out the tiny flame of the splint, and place it horizontally on the top of the fasces in the japanned tin box. Then you bowed to Mr. Alcachofado, and he bowed in return; and, taking a seat, if you liked, on a huge cigar chest, you proceeded to smoke the calumet of peace.

"Did I say that for five minutes you would be treated like a nobleman? You might softly kick your heels, and meditate on the transitory nature of earthly things, in that snug little shop, for nearly half an hour. Threepenny cigars lasted five-and-twenty minutes in those days. Austere personages of aristocratic mien patronised Mr. Alcachofado. They looked like County Members, Masters in Chancery, Charity Commissioners. They looked as though they belonged to Clubs. They called the proprietor Alcatchanything, without the Mr. He was gravely courteous to them, but not more so than to humbler patrons. I remember that he always took in the second edition of the Globe. I have, in my time, bespoken it, I think, not without fear and trembling, from a Baronet. They were affable creatures, those exalted ones, and talked sedate commonplaces about the House, and the crops, and the revenue, until I used to fancy I had land and beeves and a stake in the country.

"There was only one absolutely haughty customer. He wore a spencer and gaiters, and sometimes swore. He smoked a costlier cigar than the ordinary race of puffers; and one had to rise from the big cigar chest while Mr. Alcachofado, a shining bunch of keys in hand, like a discreet sacristan, unlocked this treasure coffer, and produced regalias of price. Yet even this haughty man in the spencer gave me a bow once when I brushed by him in the lobby of the House, where I had been waiting two hours and a quarter, on a night when Sir Robert Peel was 'up,' in the vain hope of getting into the strangers' gallery, with an Irish member's order.

"The haughty man thought he knew me. I felt so proud that I had my hair cut the very next day, and determined, like Mr. Pepys, to 'go more like myself.' A grave company we were at Mr. Alcachofado's. Now and then, on opera nights, dandies in evening dress would stroll in to smoke a cigarette. There was great scandal one evening—it was Grisi's benefit—when a tall young man, with a white cravat and a tawny moustache, ordered Mr. Alcachofado to 'open him a bottle of soda and look sharp!' Those were his very words. There was a commotion among the customers. Soda water! Was this a tobacconist's and fancy stationer's in the Clapham-road? As well might you have asked the beadle of St. George's, Hanover-Square, for hot whiskey-toddy, between psalm and sermon.

"Mr. Alcachofado, under the circumstances, was calm. He gave the tall young desperado one look, to wither him, and in slow and measured accents, not devoid of a touch of sarcasm, replied, 'I sell neither soda-water, nor ginger-beer, nor walking-sticks, nor penny valentines, sir.' The customers grimly chuckled at this overwhelming rebuke. There was nothing left for the tall young man but to withdraw, but, as I was nearest the door, I am constained to state that as he lounged out he remarked that the 'old guy,' meaning Mr. Alcachofado, 'seemed doosid crusty.'"

THE MEDICINE MAN.

—The American Tobacco Company has declared a quarterly dividend of 2½ per cent. on the common and 2 per cent. on the preferred stock.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Grascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J.S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

TOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

Every Factory in Havana Busy.

The movement in the market of Havana for the week ending October 4 again shows a slight falling off. Still it is caused more by a scarcity of desirable goods than by the continued high prices prevailing for factory vegas and fine aromatic fillers, as there is no slackening in the demand for such goods on the part of the United States manufacturers or dealers, as well as for home consumption right in the city of Havana. What is less wanted are the poorer growths and low grades which, unfortunately, are so abundant in the 1902 crop The receipts from the country show an increase of thirty-three and one-third per cent. as compared with the previous week, and as they consist of colas and botes of Vuelta Abajo to a large extent, as well as new Remedios, which latter are still almost unsaleable owing to their uncured condition, the stock of good goods has not increased but on the contrary is diminishing more and more every week.

The buyers from the United States took, in round numbers, 3,700 bales, while Havana cigar and cigarette manufacturers supplied themselves with 2,100 bales, and 400 bales were taken for export to Europe. As regards districts, 4,000 bales consisted of Vuelta Abajo factory vegas, clean fillers and colas for cigar purposes, while of Partido only 1,500 bales were taken out of the market, and of Remedios, 700 bales. That not more of the latter class were sold is easily enough explained by the absence of buyers from the United States, and when the majority of the dealers who usually handle Remedios arrive in Havana, it is confidently expected that a better demand will prevail.

The 1903 Crop.

It is claimed now that the extreme heat and the unduly strong sun rays are prejudicial to transplanting upon a large scale and while heavy rainstorms usually are the most dreaded, still the continued abnormal heat which has been experienced is just as much a factor in retarding the setting out, or if done, in destroying the young plants by drying them up. What the young plants need is moderately cool or cloudy weather and some light rains. The latter might be supplied artificially, and shading cloths might be employed to prevent the burning sun rays from doing injury to the tender growths, only both methods are too costly to be used by the small farmers, and can only be applied advantageously by large concerns which have the necessary capital to invest in such enterprises. Seedlings as a rule have prospered and this season prices ought to be within reach of all.

Country Advices.

There is still considerable buying going on of the 1902 crop in the different places of the Vuelta Abajo, and from Luis Lazo it is reported that Senor Quiros purchased for the Havana Commercial Co. the vega of Senor Carballo in "Cantera," "el Pesquero" of Don Jose Martinez and the crop of Don Felix Barroso, as well as the vega of Don Anastacio Martin, of San Carlos. Prices are said to have been between $40 and $50 per bale of 70 pounds net, including colas and botes and no wrappers, as it is stated that the tobacco from this section only produced fillers this year. The Henry Clay and Bock & Co. bought a good sized lot in the Pinar del Rio. Juan de la Puente has purchased for Fernandez y Hno. the vega of Anto Deben in Cantarote, of Ancelo Hernandez in Sumidero, of Jose Perdomo and Andres Hernandez in Pica Pica—something like 600 bales in all. Although the prices are kept secret, still it is said that the figures obtained have been as high as any paid heretofore. In the Remedios district quite liberal buying is reported on the part of Havana almacenistas and prices are said to be high, if the shrinkage in weight is taken into consideration. The uncured condition will require patience and time before this tobacco can be turned over in the Havana market. However, the speculation may prove advantageous if no crop to speak of should be produced in the year 1903.

Arrivals in Havana.

Albert W. and Carl J. Kaffenburgh, of I. Kaffenburgh & Sons, Boston, Mass., Director J. Corbin, of the American Cigar Co., Don Gabriel Balbin, of E. Perez & Balbin Bros., New York, Edgar Lincoln and J. Lowe, of P. Pohalski & Co., of Key West and New York.

Departures.

John Hart, of Hart & Murphy, St. Paul, Minn., Isidore Berg, Secretary of the American Exchange Cigar Co., Sigmund Rothschild, of Rothschild & Bro., and J. Dankowitz, all of New York.

Havana Cigar Factories.

Without exception all factories are now working with full forces and

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on
During the Month of December, 1902?
(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3 00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest			$5,000 00 in cash
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00	"
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00	"
To the	10 persons whose estimates are next closest	($500 00 each)	5,000 00	"
To the	20 persons whose estimates are next closest	($250 00 each)	5 000.00	"
To the	25 persons whose estimates are next closest	($100.00 each)	2,500 00	"
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00	"
To the	100 persons whose estimates are next closest	($25 00 each)	2,500 00	"
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00	"
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00	"
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75.000.00	"
	35,213	35,213 persons	$142,500.00	

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates
(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 tax per M., for which stamps were purchased, appears below:

In December, 1900—467,092,208			In June, 1902—523,151,476
In December, 1901—479,312,170	In February, 1902—445,495,483	In April, 1902--516,835,163	In July, 1902—571,814,243
In January, 1902—496,983,717	In March, 1902—516,599,027	In May, 1902—523,035,907	In Aug., 1902—565,974,550

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.
Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

Bridat, Mont'Ros y Ca
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

every cigarmaker's table is needed to produce the stock required to supply the demand. The Henry Clay and Bock & Co. report one single order alone from one house in London for 2,125,000 cigars. Rabell, Costa & Vales also received one cable order from London for 500,000 cigars from their Ramon Allones factory. Other factories too numerous to mention have their hands full. Romeo y Julieta is receiving lots of orders, partly coming from the United States. High Life is still working only old tobacco on their orders. Don Carlos Blasco says that Vitalia is selling like hot cakes, while Reina del Prado comes next. The Sol factory is perfectly satisfied with the share of orders received. H. Upmann & Co. purchased another 300 bales of choice Vuelta Abajo fillers to keep their H. Upmann brand at its top notch standard.

United States Manufacturers.

Isidore Berg purchased 1,000 bales of Vuelta Abajo factory vegas and fillers to keep the American Exchange Cigar Co going. Mortimer Regensburg, of E. Regensburg & Sons, purchased 600 bales of as fine a vega of Vuelta Abajo as was raised this year. Judging by the quality of the raw leaf purchased by this house it is no wonder that with intelligent management it can produce a cigar equal to the best made anywhere. Using over 3000 bales of Havana tobacco in a year and selling over 15,000,000 Puros in the United States are proofs enough that the United States public does know how to distinguish fine cigars. John Hart bought 500 bales of Vuelta Abajo factory vegas for the firm of Hart & Murphy, of St. Paul, Minn.

Doings of Havana Commission Merchants and Leaf Dealers During Week Ending Oct. 4.

H. Upmann & Co. sold 1,000 bales of Vuelta Abajo tobacco upon commission, and they shipped 1,500,000 cigars.

Leslie Pantin purchased 470 bales of Remedios, old and new, for some of his friends.

Arguelles & Busto sold 800 bales of Vuelta Abajo fillers.

Rabell, Costa & Co. disposed of 600 bales of Vuelta Abajo factory Vegas and fillers.

Jose Menendez turned over 250 bales of Partido fillers and caperos.

Jorge, P. Castaneda & Co. sold 400 bales of their fine tumbadero packing, and shipped besides 100 bales of Remedios from their holdings to New York.

Walter Himml let 200 bales of Vuelta Abajo colas go.

Bruno Diaz & Co. closed out 400 bales of Vuelta Abajo and Partido.

G Salomon y Hnos. managed to dispose of 250 bales of Partido and Remedios fillers.

Garcia & Co. purchased the famous vega "del Rastro," near Pinar del Rio, consisting of 535 bales.

Hamburger Bros. & Co., of New York, secured through their Mr. Sol. Hamburger 900 bales of factory vegas and fillers of Partido, Vuelta Abajo and Remedios tobaccos.

J. F. Berndes & Co. purchased 400 bales of Partido for the Austrian regie.

Cano y Hno. are now actively at work setting out upon their six vegas in the famous tumbadero district, owned by them and Don Marin Leon, and respectively named "El Brilliant," "El Brichi," "La Adelina," "Los Pinos," "Godines," and "La Fundara." They have just completed 50,000 plantings on one farm.

Aizala & Co. were busy delivering about 500 bales sold previously upon contracts made some time ago.

Arrivals of Tobacco in Havana.

	Week ending Oct. 4. bales	Since Jan. 1 bales
Vuelta Abajo	9,136	139,131
Semi Vuelta	1,282	8,891
Partidos	2,095	48,320
Santa Clara and Remedios	5,046	92,552
Total	17,559	288,894

A New Free Deal on Turkish Trophies and Moguls.

Under date of October 4 the S. Anargyros corporation announces that until further notice it will give free with each 250 carton of Turkish Trophies cigarettes, 10's, 2 packages of Mogul Egyptian cigarettes, 10's, plain. With each 500 carton of the same goods it will give 4 packages of Moguls, 10's, plain. It will give the same proportion gratis of Moguls, 10's, plain, with Trophies packed in boxes of 50 or 100 when ordered in quantities of not less than 10 packages of either of these styles of packing, or any multiple of 10. The gratis is intended for the retailer and will be attached to the cartons. The S Anargyros offer of gratis on Turkish Trophies of August 11, 1902, S 207, has been withdrawn.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

What is Going On in the Local Trade.

U. C. S. Co. Take Possession.

As announced in these columns last week, the United Cigar Stores Co. had outbid Fleck & Co. in the renewal privileges of the Green Hotel cigar stand at Eighth and Chestnut streets, Philadelphia. The new concern has also taken the stock and fixtures from Fleck & Co., the proprietors, at a price not made public, with the promise of immediate possession, which has already been given.

It has been reported on the streets here that the company had secured several desirable locations uptown, and that in all they had secured seven different places. A number of the proprietors of the progressive stores in the northwest section were interviewed by a World reporter today, but he was informed by several that as yet no overture of any kind had been made them.

Another Match It Display.

A unique display of Match-It cheroots is on exhibition this week at the cigar store at Twelfth and Green streets. This is one of the most ambitious displays that has yet been undertaken by Factory Representative Robertson. The sale of these goods, we are informed, has kept up remarkably well, and the trade on them throughout the surrounding country is quite satisfactory.

Mock Trial for a Cigar Dealer

The trade has not been without its humorous side this week. Fred. A. Friel, a popular cigar dealer at 12th and Green streets, is on the calendar for a mock trial on the charge of being a bachelor, which was made by some lady friends. The occasion promises to become a lively social event among the many members of Mr. Friel's patronage. His establishment is an acknowledged headquarters for a large number of 14th Ward politicians, who are making every effort to increase local interest in the event. F. B. Robertson, Factory Representative of the Match-It Cheroots, has been retained by Mr. Friel to look after his interests, while Councilman Jacob Wildemere, the leader of the 14th Ward "Gang" will act as prosecutor. Geo. W. Weaver has been requested to preside. A jury has not as yet been selected, but it is stated that if the case results in a victory for the prosecution, a similar action may be soon brought against F. B. Robertson.

Guillium's New Establishment

Chas. H. Guillium, who has been engaged in the cigar manufacturing business on North Seventh street for some years, several weeks ago secured a new store and factory at 52d and Race streets, West Philadelphia, where he has opened a nicely equipped retail store and will also attend to his outside trade as before. The new store is likely to become a good stand as soon as the neighborhood shall have been built up a little more. This section of the city is improving very rapidly.

Laska Cigarros Now on the Market.

Laska is a new brand of all tobacco cigars which were recently put upon this market, and are meeting with a very satisfactory degree of success. They are put up in packages of five and are retailed at 15 cents. The goods are being manufactured by the United Tobacco Co., which has a factory at Newark, N. J.

Bock & Co to Manufacture Cigarettes.

Bock & Co, at Broad and Chestnut streets, have bought the cigarette factory of the late firm of Aslan Bros., and have removed the factory from 1017 Walnut street, to 2330 Market street. They will confine themselves to the manufacture of high grade goods exclusively, and for which they will have considerable outlet in their two different retail stores.

The Stock Exchange Cigar Stand.

The cigar privileges at the Stock Exchange, at Third and Walnut streets, are regarded as very desirable, and they have been secured by W. H. Ryan, who at present has also the cigar stand in the Arcade Building, owned by the Pennsylvania Railroad, at Fifteenth and Chestnut streets. The new stand is to be ready for business about the first of the coming month.

Nelson Eberbach Returns to Philadelphia.

Nelson Eberbach, of A. B. Cunningham & Co., of this city, who has spent several years in Colorado for the benefit of his health, has returned to this city very much improved. He is again active in business routine and has had many well wishers call in to see him during the week.

AGENT GESUCHT.—Zum Vertrieb ihrer Erzeugnisse sucht erstklassige deutsche Cigarrenkisten-und Wickelformen-Fabrik einen bei den Cigarrenfabriken gut eingefuehrten Agenten. Angebote erbeten unter A. G., an dieses Blatt.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA.
NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I M JACOBY

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List.
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. Factory, Tampa, Fla.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.

Thos. Ewd. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co Corning, N. Y.: W. C. Sleight.

PHILA. LEAF MARKET.

There has been no material change in the condition of the local leaf market during the past week. A fair and steady, though not an exceedingly voluminous, business is reported. A fair sized sale of the new Wisconsin was consummated during the past week, which is the first important transaction of the season. The Connecticut situation is being looked over carefully, and representatives of one or two Philadelphia houses were through the Connecticut Valley during the past week looking over the market there. Moderate sales of Penna, broad leaf have also been reported.

In the Sumatra market one of our local houses reported a larger call for sample bales this week than they had ever before experienced during a similar period. The tobacco is being sold steadiiy, but in small quantities.

The Havana market is slightly improved. Remedios are selling freely, and good factory vegas are becoming scarcer.

EXPORTS.—Liverpool, 95 tons; Antwerp, 129 tons.

New York Leaf Market.

Transactions in the New York leaf market last week were noteworthy neither for variety nor importance.

An Estimate of Estimates.

It has been estimated that if every person who takes part in the estimating contest of the Florodora Tag Co. as to the number of cigars, paying the $3 per M tax, that shall be produced in December, 1902, sends in the four guesses to which he is entitled, the total number of pieces of paper on which the guessers wrote their estimates that will have to be looked over by the Company's clerical force will not be less than 8,000,000, and may exceed that number.

"Tantos" for the S. S. Pierce Co.

Charles Meissner, with M. E Flaherty, sole agent for the United States for the cigars manufactured in Porto Rico by M. Sola e Hijos. on his recent trip to New England placed a large order for the "Tantos" brand with the S. S. Pierce Co., of Boston.

Mr. Meissner left on Monday for a trip west as far as the Pacific coast with a full line of Sola cigars and the world-famous Romeo y Julieta brand of Rabell, Costa & Co., of Havana.

Hon. W. W. Fuller Back.

Hon. W. W. Fuller, chief counsel of the American Tobacco Company, returned from his last and most important visit to England on the Kronprinz Wilhelm on October 14

Sumatra by the Potsdam.

The steamer Potsdam arriving at New York from Rotterdam on October 11, had on board the following consignments of Sumatra.

	Bales.
A. Cohn & Co.	131
E. Rosenwald & Bro.	88
A. Blumlein & Co.	73
L. Schmid & Co.	60
Benj. Labe & Sons	52
G. Falk & Bro.	20
S. Rossin & Sons	7
F. & E. Cranz	4
Otto Malchow & Co.	4
Order	10
Total	449

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

NOTICE.

Philadelphia, September 17, 1902.

Please notice that the undersigned no longer have any interest whatsoever in the cigarette manufacturing firm of Aslan Bros., and that we will not be responsible for any debts contracted in that name. Accounts due the late firm will be received at 1017 Walnut street, Philadelphia.

FERDINAND LOEB,
WM. BAMBERGER,
HARRY BAMBERGER.

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO., Lancaster, Pa.

FOR SALE—One hot or cold air power filler dryer, two Coughty power bunching machines, two Coughty stripping machines, 5,000 M. D. & P. molds. Will sell cheap to quick buyer, as we need the room. A. THALHEIMER & SON, Reading, Pa. 9-10-tf

WANTED—Good and reliable Cigar Salesman, to handle line of goods guaranteed as represented, and at from $12 to $28, in Western States, New York, and the New England States. Address X. Y. Z., Box 98, care of The Tobacco World, Philada. 11

FOREMAN WANTED—MUST have good experience in general management of factory and packing; also keeping revenue books; reference required. Only first-class men need apply. 10-8-3t E. SCHOSTAG, Columbus, Neb.

FOR SALE—Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE—At Fifty Cents per Hundred, Five Thousand Cigar Bands for the Florodora Estimating Contest. Address K. C, care of Tobacco World, 11 Burling Slip, New York.

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8 6-tf

STATISTICS SHOW
A. COHN & CO.
import the largest quantity of Sumatra Tobacco
CONSEQUENTLY
THE MOST COMPLETE LINE
CONSEQUENTLY
THE SUMATRA HOUSE
Prices always reasonable. Write for samples to
A. Cohn & Co., 142 Water St., New York

Finest Store in the World.

The finishing touches are now being put to the store in the St. James Building, at the southwest corner of Broadway and 26th street, New York, and already it may be seen that it will be, in truth, the finest store in the world. An exquisite taste manifested itself in every detail of the decorative scheme. The lustre of polished Carrara marble and of heavy plate glass, the more delicate splendor of white tiles, and, at night, the sparkle of hundreds of electric bulbs, will all serve to entrance the beholder, while the paintings on the walls, each an art gem, will further more attract and hold his attention.

It is promised that the cigars to be carried in stock in this magnificent establishment will be the finest the world can furnish. The stock will include every brand of reputation, and will be kept in the best possible condition in air tight humidors affixed to the walls.

That the fame of this store will quickly spread to the four quarters of the earth is a foregone conclusion, for all well-to do cigar lovers are inveterate globe trotters, and they may be depended on to do this new store full justice in the narrations they will pour into the ears of their foreign friends.

For stay-at-home folks and for visitors to New York, the contents of the show cases in the St. James store will possess not only an ever present interest, but also a great educational value, because it is precisely in this store that the public will learn, better than elsewhere, the true estimate to be placed upon cigar values.

In a full page announcement published elsewhere this week, the Havana Tobacco Company invites sealed bids from any reliable firm or dealer desiring to lease this store for the purpose of a retail cigar store. The store will probably be open for inspection about November 1st, and bids will be received during the week that follows. Would-be lessees desiring further information on this interesting subject are requested to apply to Geo M. Gales, 111 Fifth Avenue, New York.

The Tyson Case Continued.

The Tyson box-stuffing case, which was set down for a hearing before Commissioner Shields, in New York, at 2 o'clock on October 10, has been again postponed, this time to 11 a. m., on October 20.

C. Hy. Brown in New York.

C. Hy. Brown, of St. Louis, Mo., whose name is so familiar to all collectors of tags, box fronts, cigar bands and other coupons of value, is a visitor in New York during the current week.

Coal, Cigars, Gold---All Precious.

A bright young window dresser at Water and Wall streets, New York, has placed in his sidewalk showcase a card to which he has affixed a small lump of anthracite coal, a big fat cigar and a piece of quartz with a vein of gold showing through it. Above this exhibit appears the line, "Three precious things." The store's patrons appreciate the little witticism and reward the humor of the artist by buying many of his cigars.

Blue Grass Tobacco Co. Changes Hands

A sufficient block of the stock of the Blue Grass Tobacco Co., of Lexington, Ky., has been bought by Horace W. and A. Smith Bowman, to give them control of the company's affairs.

The company has been in business a number of years, and has enjoyed a liberal patronage on their various brands, chief among which are the "Blue Ribbon Twist," "Bourbon Twist" and "Natural Leaf Smoking Tobacco,"

W. J Loughridge and John D. Walker still retain an interest in the business and will be active in its management, which gives to the company a strong board of directors. The Messrs. Bowman enter the directory under most favorable conditions, the firm being free from debt and with ample capital.

To be Consolidated.

About the first of November all the independent leaf tobacco warehouses of Louisville, Ky., will be consolidated under one management—the Louisville Tobacco Warehouse Co. There have been seven independent warehouses since the combine formed in 1896.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
114 Penn Street,
W. J. BAILEY, Manager. READING, PA.

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

Notice to the Trade.

ALL OUR GOODS are strictly "Union Made," and stand for h me industry and honest wages They are also The Best Goods Under the Sun, because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF

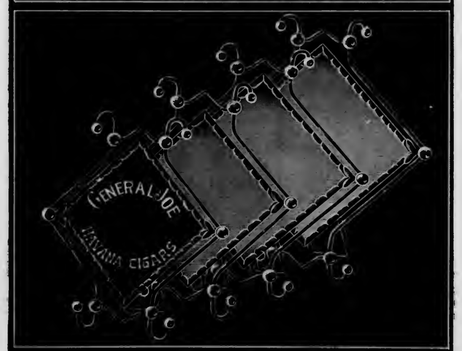
Trade-Mark.

If you sell PLAIN SCRAP GOODS, we are the leaders, and It Will pay You to Look Us Up.

Taylor Bros. Tobacco Co.
READING, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	5 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

Edwin A. Schroeder Dead

Edwin A. Schroeder, of Schroeder & Arguimbau, of 178 Water street, New York, committed suicide in a railway train near Waycross, Ga., at 11 o'clock on the morning of October 14. He was alone and was on his way home from a visit to the Schroeder & Arguimbau tobacco plantations in Florida.

The deceased was the third child and only son of the late Frederick A. Schroeder. He was in the forty-second year of his age, and was married less than three months ago at Lawrence, L. I, to the widow of the late Alderman Okie, of New York. His home was at 10 Lexington avenue, New York.

The tragic end of Eddie Schroeder takes on a deepened pathos from the knowledge that his selfmurder was committed in a moment of mental derangement. He was as widely known as any member of the leaf trade and was personally very popular.

Anti-Trust Leaf Meeting.

The New York Leaf Tobacco Board of Trade held a special meeting at 3 o'clock p. m. on October 14, to act upon a series of anti-trust resolutions adopted by the Board of Trustees of the General Board on October 7. The meeting of October 14 was well attended. A strong presentation of the case of the general trade against the tobacco trust was made by Benno Neuberger, of E. Rosenwald & Bro. The document will be printed in full next week. It will make interesting reading.

On Mr. Neuberger's motion, a committee of three is to be appointed, with full power to act, to confer with the National Cigar Leaf Tobacco Association, with boards of cigar manufacturers, jobbers and retailers, and with the associations of growers.

Marshall Waives Examination.

The case of Morgan Marshall, the well-known retail cigar dealer of Broadway and Chambers street, New York, who was arrested last August by Revenue Agent Frank G. Thompson was set for hearing before Commissioner Shields at 10.30 o'clock on the morning of October 14 At that hour Assistant U. S. District Attorney Baldwin, Revenue Agent Thompson, who had come down from Albany, where he is at present stationed, and several other witnesses for the prosecution were on hand. A short while afterward Joel N. Marx, Marshall's attorney, appeared in court. Marshall himself was not on hand, however, and Mr. Baldwin refused to go on unless he were present. On Mr. Marx's promise to produce Marshall at 2 o'clock, the case went over to that hour.

At 2 o'clock Mr. Marshall appeared and Mr. Marx made a strong effort to have the case continued. The Assistant District Attorney demurred, and the Commissioner refused Mr. Marx's request. Thereupon Mr. Marx intimated that he would withdraw from the case. His place will be taken by I. Gainsburg, a young lawyer associated with the firm of Hays & Hershfeld, of 141 Broadway, New York. On the advice of counsel, Marshall waived examination and was held for the Federal grand jury in $2,500 bail. If Marshall is indicted the case will probably not come to trial until late in the winter.

LANCASTER'S REPORT.

Lancaster, Pa., Oct. 14, 1902.

Our leaf tobacco dealers are having a fair trade, and several large transactions have brought the volume of business for the week up to rather encouraging proportions.

B F. Good & Co. have been shipping quite heavily. I. H Weaver made a fairly good sized sale during the week, and about 200 cases were sold by S. N. Mumma, of Landisville.

There is little buying of the new crop going on now, but prices seem to have gone a little higher. Sampling of the new crop is practically completed, and the amount of damaged goods found is below the average.

P. W. Fry returned a few days ago from a ten days business trip, and is greatly pleased with its results. It was the most satisfactory trip made by him for some time.

J. B. Hertgen, the label lithographer of this city, has lately secured a large number of orders, which would indicate a more thriving condition among cigar manufacturers.

It is stated that one of our largest cigar manufacturing houses, now contemplates the installation of its own cigar box making department.

B. B. Gonder, of Strasburg, this county, has erected a new, modern leaf warehouse 40x110 feet in size, which will have a capacity for about 2,000 cases.

The cigar industry throughout a greater part of the county is fairly prosperous.

S. N. Wolf, of Wolf & Hackman, at Akron, will start out this week on a business trip through New York State, and east as far as Boston.

Announcement

When the alterations now being made in the store on the corner of 26th Street and Broadway, New York, are completed, it will be the FINEST STORE IN THE WORLD. There is an appropriate reason why it should be, as this store has been planned and arranged to provide for the exhibition and sale of the world's best cigars, and there is nothing worthier a suitable setting than the best brands of Havana cigars.

Here will be sold the brands that have made Havana cigars famous throughout the world, and in such unusual quantities that all sizes, shapes and colors of these cigars can be seen and examined without loss of time or convenience. Such an exhibition of Havana cigars cannot fail to be exceedingly interesting to the public, and also of great value in an educational way in providing the means of becoming familiar with and of identifying genuine goods. It is also of importance to demonstrate to the public what constitutes proper condition for high grade Havana cigars, and for this reason a prominent feature of this store is the humidor, which has been planned for storage and exhibition of Havana cigars in individual boxes, original cases, etc. This humidor will have a capacity for storing several million Havana cigars, and keeping them in all seasons in perfect condition.

The chief decorative feature of the store will be mural paintings, unique in their originality of design. These paintings give to the store the feeling and atmosphere of Cuba, as they constitute a panorama of Cuban scenery of exceeding interest. The "finish" of the store throughout is of Italian white marble, including the great columns, 17 feet high, quarried in Italy expressly for this use.

As we are not in the retail cigar business, we wish to rent this store to a retail dealer. About November 1st it will be open for one week to all who care to inspect it, and the following week sealed bids will be received from any reliable firm or dealer desiring to lease this store for the purpose of a retail cigar store.

For all particulars with reference to conditions for operating this store, apply to GEORGE M. GALES, 111 Fifth Avenue, New York, N. Y. The right to reject all bids is reserved.

Havana Tobacco Company

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of Seed Leaf Tobacco
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in
All Grades of
Domestic and Imported Leaf Tobacco
YORK, PENNA.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED

Latest News from York, Pa.

It can safely be estimated that all the cigar manufacturers in the county were present in the city during the fair on Thursday. It was a poor day for business, however, as all were pleasure bound.

A meeting of the Eastern Cigar Box Manufacturers' Association was arranged for Friday afternoon, but owing to the fact that the meeting conflicted with the York County Fair, no quorum was present. This special meeting was called because of the small attendance at the semi-annual meeting of the association at Philadelphia last week. Mr. Defebaugh publisher of a trade journal was in the city and expected to discuss matters of interest to the members of the association.

An important question pending discussion is the advance in the present price of boxes owing to the increase in cost of lumber and other materials.

M. Isaac, of England, was present in this city during the past week, negotiating for the purchase of several hundred cases of tobacco from a local dealer.

Other important visitors were Gus Neuwahl, cigar salesman from Altoona, Pa., Mark Levine, with Laverge & Schneider, New York, and Lew Miller, with Dohan & Taitt, Philadelphia.

J. E. Kauffman, of this city, is compelled to increase his facilities for making cigars. He has erected a frame building in the rear of his residence on South George street. Mr. Kauffman intends to put a large number of cigarmakers to work.

R. D. Forry, of Hellam township, was awarded the first premium at the York County Fair for the best exhibit of York county grown leaf tobacco. Mr. Forry is one of the most successful tobacco growers in this section, and buyers always make special efforts to secure his crop. His exhibit consisted of displays of narrow leaf Connecticut, broad leaf Connecticut, etc.

Mr. Isadore Lieberman, of Columbus, Ohio, was in the city Friday and Saturday of last week. Mr. Lieberman represents the largest leaf tobacco buying house in central Ohio, and is now traveling through York and Lancaster counties in the hope of getting some of the pick of the new crop.

D F. Kaltreider is doubling the capacity of his Red Lion cigar factory by building a large addition. Mr. Kaltreider expects to increase the number of employes as soon as the new addition is completed. The output of Mr. Kaltreider's factory is steadily increasing, although the proprietor has been handicapped by too small quarters and by a lack of cigarmakers.

Tobacco growers in York county have been much interested in the experiment made this season by Mr. I. B. Hostetter, of York, in growing Sumatra leaf under cover. Mr. Hostetter's experiment was successful in every particular, and quite a number of progressive growers in this section will endeavor to raise tobacco next season along similar lines. Of course growing tobacco under cover is far more expensive than the old method, but the results obtained under the new are far more satisfactory and the increase in price from the superior leaf will more than offset the expense involved.

All the cigar factories in Lewisberry, Newberrytown, Strinestown, Loganville, Dallastown, Red Lion and Yoe, are crowded with orders. Most of the firms have sufficient orders on their books to keep their cigarmakers busy until the Christmas holidays.

Jacob A. Mayer & Brother, the leading cigar manufacturers of North York, are "busy as bees." Many orders from the west are now being filled, especially fine goods for the holiday trade. The firm needs more girls to paste cigar boxes and to learn bunch breaking.

The facilities of the La Buta Cigar Company have been severely taxed of late, to give them an increased output. Some improvement along this line is now being very seriously considered. Orders are continuing to pile in on them, and every effort will be made to fill them with reasonable punctuality.

T. L. Adair is building an addition to his factory at Red Lion, as is also J. E Olp, at Jacobus, both in this county.

H. F. Kohler, at Nashville, has been on a Western business trip during last week, and the letters received from him indicate a healthy improvement in his trade.

Circulars have been received by a number of cigar manufacturers in this county, from promoters of the Cigar Manufacturers' Supply Co. with headquarters at Chicago, inviting them to subscribe to its stock, which is to be $3 000 000, divided into $1,000,000 preferred and $2,000,000 common. So far as can be ascertained no action has yet been taken by any of them.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New. Eight Stories High, 84--85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204 208 East 27th St; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

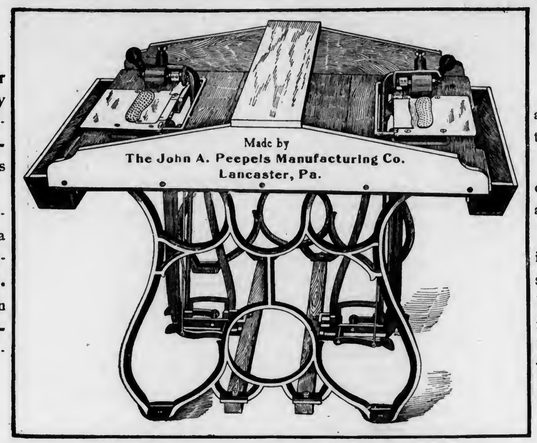
Cigar Molds
ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the Latest and Up-to-Date

Cigar Mold Shapes
and everything in the line of Cigar Manufacturers' Supplies that can be used to advantage. It will interest any up to-date cigar manufacturer. We can save you money and please you at that.
THE STERNBERG MANUFACTURING CO.
1702-1712 W. Locust St., Davenport, Iowa.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

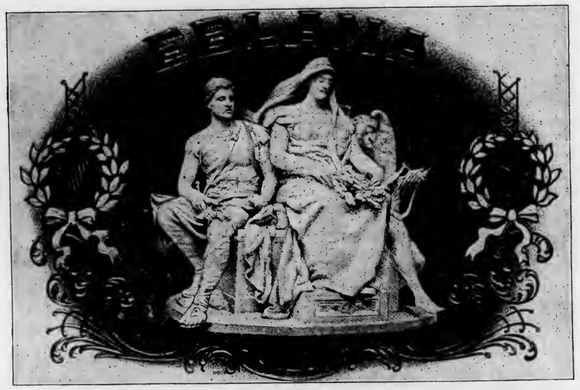
The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

Capacity, One Million per Month.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made 5c. Cigars in the Market

Union Made All Sizes



Union Made All Sizes

M. Steppacher, Reading, Pa.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories:
Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

M. Frank's Sons Fail.

Solomon A. and Joseph A. Frank, composing the firm of M. Frank's Sons, wholesale dealers in leaf tobacco, at 191 Pearl street, New York, on October 8, filed a petition in bankruptcy, with liabilities of $31,136 and assets of $8,161. The assets consist of stock on hand, $2,000; stock in warehouses, $1,050; accounts, $4,200; office furniture $100, and some judgments $811 Of the liabilities, $7,162 are secured. There are about 140 creditors, among them being John C. Buschman, of Westfield, Mass., $7,312 of which $1,212 are secured; Noble Bros. & Co., of Westfield, $1,500; S Barnett & Son, New York, $1,800, and Mrs. Hattie Frank, $1,000.

Trade-Mark Register.

Crito. No 13 819.
For cigars. Registered Oct. 9, 1902, at 10 a m, by S. Shirlip, Philadelphia.

Willie Wills. No. 13,820.
For cigars. Registered Oct. 9, 1902, at 11 a m, by H. N. Heusner, Hanover, Pa.

Ben Hogan. No. 13,821.
For cigars. Registered Oct. 9, 1902, at 11 a m, by H. N. Heusner, Hanover, Pa.

Amintor. No. 13,822.
For cigars. Registered Oct. 9, 1902, at 11 a m, by H. N. Heusner, Hanover, Pa.

Monima. No. 13,823.
For cigars. Registered Oct. 9, 1902, at 11 a m, by H. N. Heusner, Hanover, Pa.

Peter Porcupine. No. 13 824.
For cigars. Registered Oct. 9, 1902, at 11 a m, by H. N. Heusner, Hanover, Pa.

Pride of Susquehanna. No. 13,825.
For cigars. Registered Oct. 9, 1902, at 11 a m, by E. Montero, Philadelphia.

Porto Rico Twins. No. 13,826.
For cigars. Registered Oct. 9, 1902, at 2 p m, by the Porto Rico Cigar Co., Red Lion, Pa.

Flor de Royal Crooks. No. 13,827.
For cigars. Registered Oct. 9, 1902, at 2 p m, by the Porto Rico Cigar Co., Red Lion, Pa.

Wahlo. No. 13,828.
For cigars. Registered Oct. 11, 1902, at 9 a m, by A. D. Engel, Philadelphia.

Force. No. 13,829.
For chewing and smoking tobacco. Registered Oct. 11, 1902, at 9 a m, by J. G. Shirk, Lancaster, Pa.

Union for Ever. No. 13 830.
For smoking tobacco. Registered Oct. 11, 1902, at 9 a m, by Ed. Ganter, Reading, Pa.

Penn Scraps. No. 13 831.
For smoking tobacco. Registered Oct. 11, 1902, at 9 a m, by Ed. Ganter, Reading, Pa.

Reading Butts. No. 13,832.
For smoking tobacco. Registered Oct. 11, 1902, at 9 a m, by Ed Ganter, Reading, Pa.

Nickel Dip Butts. No 13 833.
For smoking tobacco. Registered Oct. 11, 1902, at 9 a m, by Ed. Ganter, Reading, Pa.

Liars' Club. 1,500 Strong. 13,834
For cigars. Registered Oct. 13, 1902, at 9 a m, by W. T. Albert, Philadelphia

Public Ownership No 13 835.
For chewing and smoking tobacco. Registered Oct. 13, 1902, at 9 a m, by Enterprise Tobacco Co., Reading, Pa.

American Butts. No. 13,836
For chewing and smoking tobacco. Registered Oct. 13, 1902, at 9 a m, by Enterprise Tobacco Co., Reading, Pa.

Arlada. No. 13 837.
For cigars. Registered Oct 13, 1902, at 3 p m, by Goldsmith & Keller, Reading, Pa.

Wannon. No 13 838.
For cigars. Registered Oct. 13, 1902, at 3 p m, by Goldsmith & Keller, Reading, Pa.

Vassar Belle. No 13 839.
For cigars, little cigars, cheroots and manufactured tobacco. Registered Oct. 14, 1902, at 9 a m, by Herman Jacoby, New York.

REJECTIONS.

Sunny Jim, Wampum, Dusters, Viola. Bitter Sweets, Vassar Girl, Valley Queen, Cock of the Walk.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Long Suit, Union Stamp, Nespar, Oliver Horn, Lucy Webb Hayes, Noble Comrade, West View, Rexton, Aylesmere, Van Koven, Beauclere, Lady Wallace, Lady Marion, Don Mencio, Leo Stevens, Cubavuelta, Cubagrand, Primacuba, La Estirada, Il Popolano, La Pisana, El Imparcial, Sakala, La Riscossa, Emile Zola, Wells Building Bouquet, Deseret, Lavater, N. Lyon, John G. Palfrey, Richard II, Let Er-Burn, Marquis de Tampa, The Line Up, The Dryden Block, La Mastella, Magic Wand, Margula, Lowengrund's Special, Owen McCaffrey, Post Mistress, County Seal, Seal of Cook County, Exchange Extra, Manila Majors, Key West Pouch, Key West Multiple, Hesra, Fourola, Waldo, In the Black Box, Winning Policy, Wiggy's Perfectos, La Vereda, El Conuco, El Diacono, El Tigro, The New King of Havana Cigars, E. F. U., El Unisolo, Rube Waddell, Chicago Barber Protective Union, Union Bar, Clarence S. Darrow, Teamsters' Success, Black Heart, Egyptian Student, Turkish Student, The Old Black Bull, Belgian Girl, Good Thunder, Schabona, Andrew Jackson Club, La Sadia.

—The National Automatic Cigar Vender Co., with a capital of $100,000, has filed articles of incorporation at St. Paul, Minn. The company will manufacture tobacco and cigars. Incorporators: W. J. Prendergast and Stephen Conday, of St. Paul, and G. E. Hallberg, Warroad, Minn.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Corresoondence with Wholesale and Jobbing Trade only invited.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of **Fine Cigars**
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Record Tobacco Shipment.

The New York Times of October 2 contained a dispatch from Baltimore claiming for that city "the largest consignment of plug tobacco ever made in one order in the United States." The publication of that piece of news elicited the following interesting information from Mr. Carlos A. Butler, of New York:

"In 1861, on the breaking out of the Civil War, the firm of Lewis & Co., of Glasgow, Mo., consigned one lot of plug tobacco contained in forty cars over the Erie Railroad, to DuBois & Vandervoort, 37 Water street, New York, then the leading house in that business. The net weight of that shipment was nearly 700,000 pounds, in boxes weighing from 100 to 150 pounds each. The invoice was made in twenty-five columns across and eighteen feet in length, joined in one long roll. The freight was $10,000.

"The lower grades began selling at 13 cents per pound, and as value suddenly rose much of it sold as high as 70 cents per pound finally. A portion of the lot changed hands eleven times before it ever left the warehouse. Until we hear further New York claims priority."

Trade in Reading.

Crouse & Co. are very busy at present and never had a larger force of hands employed. They have been advertising for some time for competent cigar packers, and several new cigarmakers were put to work

Charles Leitheiser, proprietor of the cigar factory and general store at Fleetwood, Berks county, moved into the handsome new building and store room he recently built.

Reading cigar manufacturers who do considerable trade in the coal regions state that they have been unable to secure many new orders there since the strike began. One manufacturer, who has had a big sale of his goods there for years, said that there was more pipe smoking in the coal regions than for a long time, and that the dealers were now handling smoking tobaccos instead of cigars.

The Eighth Avenue Cigar Store has been opened at 313 North Eighth street, by Jacob H. Miller and Nathan G. Rosenberg. The store has been fitted out with new show cases, card tables, magazines for the use of the patrons, etc. They carry a full line of the best cigars and tobaccos.

William H. Yocum, of Yocum Bros., has been spending several weeks in the far West. He has secured a number of large orders for their leading brands and writes home that the trade is in excellent shape, with still brighter prospects. He states that crops are good and that money is plentiful.

Last week Stewart, Newberger & Co. advertised for fifth cigarmakers, also bunch breakers and rollers, but were unable to secure the required number. Cigarmakers are very scarce hereabouts. The firm is exceedingly busy at present.

Daniel M. Bobb, cigar manufacturer at Womelsdorf, Berks county, has engaged Charles Lachmann as traveling salesman, who recently returned from an eastern trip with large orders for Mr. Bobb's leading 5 and 10 cent brands.

John G Spatz & Co's. cigar factory is one of the businest in this section. Ths firm is now advertising for fifty cigarmakers for work on high grade goods. Mr. Spotts recently returned from a very successful western business trip. The orders he booked were principally on the firm's 10 cent goods. The latest brand gotten out by the firm is the La Flor de Declarencia, which is a fine piece of artistic lithographic work. The label bears the picture of Independence Hall, and portraits of Livingston, Franklin, Jefferson, Adams and Sherman, arranged in a group festooned in the folds of the American flag.

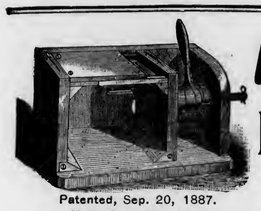
The cigar factory of Frank A. Weber, which was opened recently at 142 Cedar street, is now in full operation. The firm is conducting the plant as a strictly non-union factory. A new brand placed on the market is the Montauk, a clear Havana nickel cigar. Frank J. Hunt, the local business manager, recently returned from a successful trip through Delaware. L. B. Romig, who has had a number of years experience in the trade, has been secured as foreman of the plant.

Daniel Fleck, of the Fleck Cigar Company, returned from a successful four weeks western trip reaching as far as Cincinnati, O. He received a number of large orders for the Eastern Buffalo and Smoke House cigars, and the firm was never more brisk than at present. A new 10 cent brand has been placed on the market, styled the Royal Rob, which is meeting with great success. The label is one of the most attractive ever put up by the firm.

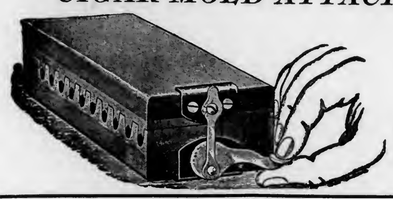
Keyser Frey, of the Penn Cigar Co., has been in the west for some weeks, and while the trip was mostly of a private nature, he also did a fair business in the interest of the firm.

Tom A. Dean in Tampa.

Tom A. Dean and F. A. Webb, both of the Cuban-American Manufacturing Co., are on their annual visit to the company's factory in Tampa.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

We are pleased to note that what cigar leaf has been bargained for has commanded a fair price, and when the crop is ready for market good figures will be realized. The weather has not been as good for the last two weeks or so, but so far we have not heard of any damage. The bulk of the Connecticut seed leaf has been sold, in all about 5,000 cases, prices ranging from 20 to 28 cents in the bundle and assorted. The weather at this writing was never any better for late tobacco than now. We hope that our growers will not be in such a hurry to sell as to take any old price the packers may offer. I consider 20 cents a low price for good lots. Recollect that there is a short supply, so don't give away your crops.

Our correspondents write:

Montague: "The crop is curing down finely. A. M. Lyman is our largest grower, and has excellent soil for its cultivation. No sales as yet to report."

Hatfield: John McHugh. one of our progressive farmers has bought of S. F. Billings & Brother fifteen acres in the bundle at 16½ cents. John J. Stringlin eight acres at 15 cents, and J. S. Newman twelve acres at 16½ cents, all in the bundle."

Ashfield: "Our crop of tobacco, though small in acreage, is of choice quality, sound and fine. We don't care to sell until it is ready for market."

Putney, Vt.: "We have as good a crop of tobacco as we ever raised, sound, fine and elastic, and the colors are good. We are strong in belief that good prices will be realized for it. No sales yet."

Williamsburg: "The acreage this year is about the same as last year. The quality is as good as we ever produced and is curing down well and light colors."

Amherst: The tobacco is grown at the southern and northern parts. The growth has been good, and has cured well. We have so far no damage. Some buyers have been looking around, but so far as I know the offers have been rejected."—American Cultivator.

BALDWINSVILLE, N. Y.

There is nothing doing in the local maket. A few sales of old have been reported, but there is as yet no market for the new crop. About 250 cases were shipped from the Erdt warehouse early in the week. At the Heinke warehouse the handling of the Ohio packing continues. No work is being done at the other warehouses —Gazette.

MIAMISBURG, OHIO.

The demand for old tobacco continues active, and anything exhibiting fair quality would still command a good price, but goods of this description are very scarce, the ordinary grades predominating.

The injury sustained by the crop this year, which resulted from a superabundance of moisture, is deplored, as otherwise the crop is considered one of the best ever grown Seedleaf is the principal sufferer, though some of the Zimmer is also affected. The crop in this vicinity seems to have suffered less than elsewhere. It is said that in all of the tobacco growing states the weed is somewhat similarly affected.—News.

EDGERTON, WIS.

While the buying movement is still going on in nearly all the growing sections of the state, there are some evidences present that the first rush is over and the volume of business will be on the decline now for a time. Many of the dealers have secured about as many contracts as they desire and are ready to retire from the field. It is believed that better than half the crop

W. H. RAAB & SONS,
Manufacturers of
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871.
10 CENTS PER DAY.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf **TOBACCO**
We have a few **B and C Fillers** left of the 1900 crop.
EAST PETERSBURG, PA.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

has been sold to date and big slices are being lopped off each week. Prices lately have been crowded up slightly, due to the competition among the buyers, but the effort seems to be to hold them as near the 8 cent mark as possible.

There is but little improvement in the condition of trade in the old leaf markets. A few sales of moder ate sized lots are reported and some orders for export goods received. The remaining lots of 1901, in growers' hands, are being gradually absorbed at prices that permit of the goods being exported.

The return of warm, pleasant weather is assisting in the cure of the late harvested tobacco and practically insures it against fat stems. Investigation goes to show that the injury from shed damage during the bad weather of a week ago was but slight at most and growers more frightened than hurt.

Shipments, 488cs.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

The market the past week ruled quiet at unchanged prices. Receipts none, sales 63. Long tobaccos are in better demand and more inquiring. The trade realizing scarcity of long Leafy Tobacco in the new crop are feeling more favorable to the old Medium, Good and Fine; long leaf selling 8 to 10c. very cheap.

Lugs-Com. 4¾ to 5¼c; Med., 5¼ to 5¾c; Good, 5¾ to 6¼c Fine, 6¼ to 6¾c

Leaf—Com., 6 to 7¼c; Med., 7¼ to 8¼c; Good, 9½ to 10½c; Fine, 10 to 12¾c.

Spinning Leaf, 7½ to 10c; Cigar Wrappers, 8 to 11c; Plug Wrappers, 9 to 12.

The outstanding remnant of the new crop is all housed this week in good condition and is the best part of the crop for size and spread. Estimated crop is two-third to three-quarters of an average. Quite ex tensive riding, examining crop by agents of Italian and American Tobacco Co, preparatory to buying loose. Planters are expecting higher prices than last year.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 11 hhds, offerings on the breaks, 50 hhds; sales, 164 hhds.

Our dealers this week opened more freely the finest of their holdings which greatly improved the run of quality of the breaks. The market was firm and unchanged With very small receipts stocks are running down steadily under the weekly shipments.

Cutting of the new crop has been going on all the week, and only a remnant remains in the field. The portion left in the ground after the "frost scare" improved much in size and quality under favorable weather. Planters seem to expect high prices for their moderate crops.

Quotations:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good	9.50 to 10.50

Imports and of Cigars Leaf Tobacco
FROM HAVANA
Per steamers Orizaba, Vigilancia, and Mexico.

CIGARS	cases
Park & Tilford, New York	32
G. S. Nicholas, New York	23
Acker, Merrall & Condit, New York	22
B. Wasserman Co., New York	21
S. S. Pierce Co., Boston	18
M. A. Gunst & Co, San Francisco	17
Duncan & Moorhead, Philadelphia	9
Best & Russell Co., Chicago	8
American Cigar Co., New York	6
Estabrook & Eaton, Boston	5
R. L Rose & Co., Providence	3
Reymer & Bro., Pittsburg, Pa	3
M. Blaskower & Co., San Francisco	3
G. W. Faber, New York	2
Benson & Hedges, New York	2
W. G. Codman & Co., Philadelphia	2
J. Wagner & Son, Philadelphia	2
Robert Steele, Philadelphia	2
Daniel Frank & Co., Boston	1
C. B Perkins & Co., Boston	1
Cobb, Bates & Yerxa, Boston	1
S. Bachman & Co., San Francisco	1
Total	184

LEAF TOBACCO	bales
Leopold Powell & Co., New York	182
L. Wertheimer, New York	169
F. Miranda & Co., New York	126
A. Moeller New York	117
E. Hoffman & Son, New York	111
Wm. Steiner & Son, New York	100
Rothschild Bros., New York	86
Greenhall Bros., New York	72
American Cigar Co. New York	70
S. L Goldberg & Sons, New York	68
Rodriguez & Teijeiro, New York	67
J. F. Davenport, Boston	60
Hamburger Bros. & Co., New York	59
Carl Vogts & Sons, New York	51
Hart & Murphy, St. Paul	50
Sartorious & Co., New York	49
Eldario Gaundo, New York	29
F. Oppenheimer, New York	28
Hinsdale Smith & Co, New York	21
Kuhles & Stock, St Paul	23
M. Stachelberg & Co., New York	20
Liebman & Dellevie Baltimore	20
Loeb-Nunez Havana Co, Philadelphia	17
Rothschild Bros., Detroit	15
L. Friedman & Co., New York	15
Newgass & Greenhut, New York	15
Simon Batt & Co., New York	11
J Bernheim & Son, New York	10
Yocum Bros., Reading, Pa.,	10
Bondy & Lederer, New York	5
R. A. Jenkins & Co., New York	1
Total	1,677

S. Falk's Sons' Big Victory.

Get $9,159.06 Damages Against American-West Indies Trading Co. in the "Falco" Case.

What Hon. Morris S. Wise de scribes as the biggest damages ever assessed in a cigar trade-mark infringement case were awarded on October 9, by Referee Eugene H. Pomeroy to the firm of S. Falk's Sons, and against the American West Indies Trading Co. The latter corporation must pay $9,159 06 for infringing the "El Falcon" brand of the plantiffs.

The findings of Referee Pomeroy make very interesting reading. Following is his report:

I, Eugene H. Pomeroy, the Referee appointed herein by the interlocutory judgment entered in this action under date of December 3, 1901, to ascertain, take and report the quantities of cigars sold by the above named defendant in violation of the trade-mark rights of the plaintiffs, and the gains and profits derived by said defendant from and through said infringement and the damages sustained by the said plaintiffs by reason of the said infringement by said defendant, and to report thereon with all convenient speed, do hereby report that before proceeding with the reference I subscribed and took the oath prescribed by law and which is hereto attached.

That I have been attended by the several parties and their counsel, and I have taken and heard their allegations and proofs, and do hereby report and now make the following findings of fact:

I. The plaintiffs, prior to the sale in this country of the "El Falco" brand of cigars infringed by the defendant, enjoyed a growing business in the sale of their brand of "El Falcon" cigars, and I find that whereas, in the year 1899, the plaintiffs sold 536,225 of the brand of "El Falcon" cigars of the total sales value of $23.436 60, their business for the year 1900 in the sale of said brand of "El Falcon" cigars increased to 681,091, and which were of the sales value of $44.923.76, and that in the following year, to-wit, the year 1901, when the direct force of the competition in the market by the sale of the defendant's brand of "El Falco" cigars was to the greater extent felt by the plaintiffs, the sales by the plaintiffs of their brand of "El Falcon" cigars were reduced to 295,115 of the total sales value of $18,453.23: and I find as a fact from the evidence, that the interference by defendant's sales of "El Falco" cigars in the markets of the United States with the plaintiffs' "El Falcon" brand, was of an extremely damaging and serious nature.

II. That the defendants sold their imitation "El Falco" cigars in various sizes, and the aggregate of such sales amounted to one million, eight hundred and ninety-eight thousand, one hundred and forty cigars, exclusive of such cigars as were returned to the defendant by the buyers.

III. That the net profits earned by the defendant in the sale of its imitation "El Falco" cigars amounted to the sum of nine thousand one hundred and fifty nine dollars and six cents, ($9,159 06).

IV. That the actual and average profits per thousand gained by the defendant on the sale of its infringing "El Falco" cigars was at the rate of at least five dollars per thousand.

V. That for the greater period of time during which the defendant sold the infringing "El Falco" cigars, to-wit, commencing in October, 1900, and continuing to December 6, 1901, the defendant also sold other brands of cigars, and all of the cigars sold by the defendant were sold in all parts of the United States.

VI. That the plaintiffs have actually sustained loss and damage by reason of the sale of the infringing "El Falco" cigars by the defendant throughout the United States in the loss of their profits, and in the diminution of their business in the sum of nine thousand one hundred and fifty nine dollars and six cents, ($9,159.06).

VII. The plaintiff is entitled to the costs and disbursements of this accounting.

All of which is respectfully reported, to the end that upon the coming in of this my report, proper judgment may be granted.

Wise & Lichtenstein appeared for the plaintiffs and Isaac M. Aron for the defendant. Mr. Wise says that the findings of the referee are in effect a judgment, because they will be confirmed, as a matter of course, by the New York Supreme Court which sent the case to Mr. Pomeroy.

The Union Label Fails in Brooklyn.

A case on trial recently before Justice Forker and Associate Justices Keady and Fitzgerald in the Court of Special Sessions in Brooklyn, N. Y., is of special interest to cigarmakers and union workmen:

The International Union of Cigarmakers charged Isaac Bergmann with using its labels and thus endeavoring to deprive the union of its rights. A complaint was lodged against Bergmann.

The latter's lawyers interposed a demurrer holding that there was not sufficient evidence to constitute a crime and asking that the defendant be discharged. Justices Forker and Fitzgerald decided in favor of sustaining the demurrer and dis charged the defendant.

Justice Keady, who dissented from the other members of the court, wrote an opinion in which he said:

"The complaint is made by William Strauss, of 62 Tompkins avenue, Brooklyn, and is sworn to before Magistrate Naumer, on the 22d day of August, 1902. The corroborating affidavits, if true, show a clear case of fraud against the Cigarmakers' International Union of America and a violation of the statute in question.

P. L. Leaman & Co.
Packers and Dealers in *LEAF TOBACCO*
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

F. E. Eberly,
Manufacturer of High-Grade
Union Made **CIGARS**
Stevens, Pa.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at **Five Cents,** and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses.
Write for prices.

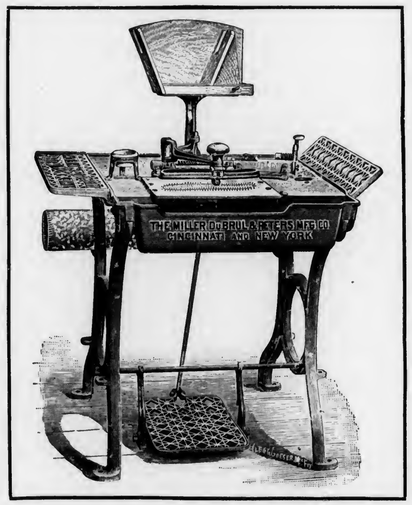
WHY IT PAYS!

It very often occurs that manufacturers in various lines relegate to the scrap pile thousands upon thousands of dollars' worth of the most expensive machinery.

We sometimes hear or read about a manufacturer who has just installed an equipment of new machinery only to tear it out and sell it as junk.

Why do they do this?

Simply because new inventions, new discoveries make what was considered all right yesterday all wrong today.



They do it because their success, their very business existence, depends upon keeping abreast with the times, at whatever cost, having the most modern and effective machinery.

Now it is just the same in the cigar making business as it is with any other. You can't hope to compete with your rivals, you cannot expect to be prosperous unless you keep up-to-date, unless you see that you are equipped with the best tools and appliances which inventive genius can devise.

You can afford to install immediately the DuBrul Dieless Suction Table.

You could afford to do this if it cost three or four times as much as it does.

This is true simply because this table solves the problem of making a perfect hand-made cigar in the shortest possible time and at the least possible cost. That is the whole story in a nut-shell.

Progressive cigar manufacturers have considered the suction table a necessity in their business notwithstanding the fact that the dies and rollers of the suction table were an expensive and irritating nuisance, and only a makeshift at best.

Now we have a dieless table—a simple, easily operated table which cuts the wrapper with a circular knife instead of dies and rollers, does not get out of order and results in better work in less time at lower cost than can be done in any other manner. Such being the case how can you afford to put off installing this table?

It will prove all that we claim for it, and if you could see it in operation you would agree at once that to a cigar manufacturer it is one of the first necessities of life.

A full and detailed description of the table will enlighten you on many points which cannot be covered in this advertisement.

We would be glad to have you write us, asking any questions that occur to you and we will promptly reply in full.

To meet all sorts of views we still make our Die Tables, admitted the best. Both kinds on exhibition at our offices.

Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO — 1 Madison Avenue, NEW YORK CITY

11

"The defendant demurs to the complaint on the ground that the facts stated therein do not constitute a crime. The demurrer is sustained by two of my learned associates, Justices Forker and Fitzgerald. I regret that I am unable to agree with them on the point of law raised by the demurrer.

"Section 438 A of the penal code provides that a person who with intent to defraud or to enable another to defraud any person, manufactures or knowingly sells or causes to be manufactured or sold any article marked, stamped, or branded, or encased or stamped, or stamped or inclosed in any box, bottle or wrapper having thereupon any engraving or printed label, stamp, imprint, mark or trade mark, which article is not the manufacture, workmanship or production of the person named, indicated or denoted by such marking, stamping or branding, or by or upon such engraving, printed label, stamp, imprint, mark or trade mark, is guilty of a misdemeanor.

"The affidavit of Abraham Bergmann, of 130 Glenmore avenue, Brooklyn, a member of the Cigarmakers' International Union of America, and, as he alleges, a brother of the defendant, charges that the defendant called at his house and stated that he, defendant, was going to open a cigar factory under the name of Hyman Aronson Factory, No. 181, First District, New York, so that he could get the union label of the Cigarmakers' Union, as he had been refused the use of the label in the other factory he was running at that time; that he went to work for defendant in the factory run under the name of Hyman Aronson; that defendant came there frequently and held conferences with Samuel Solomon where no one could hear them; that he gave deponent money to pay off the men in this factory; that Philip Libilsky and his son worked there also; that the former informed him that he, Libilsky, drew union labels of the Cigarmakers' International Union of America for the Factory 181, First District, New York, under the names of Philip and M. Libilsky, while they were working in said factory, No. 1,268, First District, New York, and that Samuel Solomon drew union labels for said factory, after said factory went out of existence.

"Samuel Garfinkel, in an affidavit sworn to on August 4, 1902, alleges that he, while working for defendant at 53 Christopher street, Brooklyn, pasted labels of the Cigarmakers' International Union of America on boxes of cigars manufactured by I. Lewis & Co., of Newark, N. J., shipped to Isaac Bergmann, by I. Lewis & Co., and that their labels were handled by him by direction of Isaac Bergmann, who directed him to paste said labels on the boxes of cigars made by I. Lewis & Co.; that he saw Philip Libilsky paste union labels of the Cigarmakers' International Union on boxes of cigars made by I. Lewis & Co. of Newark, N. J.; that he saw Isaac Bergmann receive union labels of the Cigarmakers' Union of America from one Samuel Solomon at various times between February, 1902, and May 1, 1902 and sometimes at the factory, 53 Christopher street, Brooklyn, and at other times at the house of Samuel Solomon; that the labels had on them the factory number 181, First District, New York, canceled June 20. and some June 20, 1900, the aforesaid labels pasted on boxes of cigars made in the factory of Isaac Bergmann which bore the number 1,268, First District, New York.

"There is much more to the same effect contained in this affidavit, which purports to have been sworn to on August 4, 1902.

"In view of what has already appeared, however, I think it must be clear that the complaint states facts sufficient to constitute a crime, under the sections of the statute above cited; that the demurrer should be overruled and the defendant required to plead to the complaint and a day set for trial. The interest of the public, I think, requires that this course should be pursued.

Weissinger Quits Butler.

The Universal Tobacco Co. and the Harry Weissinger Co. Sever Relations

It was announced, on October 7, that Frank Tilford and Henry R. Wilson have resigned from the voting trust of the Universal Tobacco Company, and also as Directors of the same company. At a meeting of the Directors of the Harry Weissinger Tobacco Company Frank Tilford and William H. Butler resigned as Directors of that company, and Atilla Cox, President of the Columbia Finance and Trust Company, of Louisville, Ky., and H. L. Snyder, of New York, were elected in their stead. William H. Butler also resigned as a voting trustee of the Harry Weissinger Tobacco Company, and Henry R. Wilson was elected in his stead.

As a result of friction, which is said to have existed for some time past among the Directors of the Universal Tobacco Company and the Harry Weissinger Tobacco Company, a separation of the two corporations has been effected, bringing about the resignations of Frank Tilford and Henry R. Wilson as Directors and members of the voting trust in the Universal Company, while William H. Butler resigns as a voting trustee and Director of the Weissinger Company. For trade reasons, as it is stated by one of the men concerned in the transaction, Frank Tilford resigned as a Director of the Weissinger Company.

Speaking of the severance of the relations between the Universal Tobacco Company and the Harry Weissinger Company, an officer of the latter corporation said:

"The transaction was not friendly. There had been business difficulties existing for some time, and each side came to the conclusion that it would be better to cut loose from the other."

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

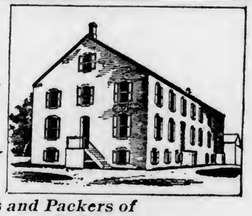
D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Telephone call, 432–B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa. } WAREHOUSES: { Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars,
"Three Hits"
To Jobbers Only. *Three for Five Cents.*
PHARES W. FRY,
Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty *CIGAR RIBBONS,*
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

Is the Use of Tobacco Unseemly in a Christian?

"Penn" in the Phila. Evening Bulletin.

The Baptist Association of this city has adopted a resolution in which the use of tobacco is condemned as unworthy of a Christian. At the instance of the Rev. Mr. Romine, its members have placed on record a paper declaring that "as the tobacco habit is filthy, expensive, slavish, selfish and rum tending, it is not consistent with the highest Christian life." It seems, however, that an attempt was made to defeat the resolution on the part of those ministers who were unwilling to subscribe to a declaration which reflected upon their own habits in the use of tobacco and which they particularly objected to on the ground that the word "filthy" was unwarrantedly employed. But it was contended that a man who found enjoyment in chewing or in smoking tobacco did not always realize how far he might fall away from the canons of personal cleanliness, and that in any event it was the duty of moral teachers to avoid a practice common to worldly and depraved persons and inharmonious with the Christian mode. It might have been propounded, however, by those Baptist gentlemen whom the Rev. Mr. Romine appears to have had in mind as "filthy" sinners needing to be purified, where he can find any authority in the teachings of the Founder of Christianity by which the rational use of a pipe, a plug of tobacco or a cigar is made inconsistent with the obligations of a Christian. Indeed they might have pointed to the fact that not a few of the most upright men in their denomination, and for that matter in all denominations, have enjoyed tobacco with no thought that they were guilty of impiety or unchristian conduct, and would have been somewhat surprised to know that they had given cause for an impugnment of their morals.

No doubt the Rev. Mr. Romine, and certainly many of his brethren, have not forgotten that shining example of piety among their laity, Horatio Gates Jones. His father was a noted Baptist clergyman; so was his grandfather, his wife was the daughter of a Baptist clergyman; and he himself was long an officer of the Baptist Publication Society and other organizations enlisted in the promotion of good works. But devout as he was in the performance of his Christian obligations, he did not look upon tobacco as an agent of the devil, but, on the contrary, found a regular daily solace in the smoking of cigars. In his active days it was as much his habit to smoke as to pray. One day when some of his brethren, who were concerned in the management of the Publication Society, were assembled in his law office on Fifth street, one of them, a well known clergyman, half jocularly, and half seriously inquired, "Brother Jones, do you think you do your duty as a Christian in keeping that cigar box on your desk?" "My dear friend," was the reply, "I get the comfort of my working hours out of it; a good cigar puts me in a better frame of mind toward my fellow-men," and then, with one of his characteristically quizzical looks at his critical visitor, "I believe you would preach better sermons for your congregation if you had a good cigar when you were writing them." How intolerable it would have been to have put upon this earnest Christian gentleman, with his pale, clean-cut face, and his spotless linen, so coarse an epithet as "filthy," or to have imputed to him a deficiency in his knowledge of what constitutes the essentials of Christian virtue!

Of course, there are men who do not know how to use tobacco without making a mess of their mouths and their salivary glands. But it is equally true that there are men who cannot sit down at table and eat a plate of soup or a mutton chop without some soiling slovenliness or some obtrusive process of mastication. Yet the Rev. Mr. Romine surely would not condemn the eating of soup or of mutton chops as a "filthy" habit because many persons are unable to do one or the other gracefully and cleanly. If he were to hear a vegetarian or a Bible Christian insist that not only were such habits "filthy," but, in the language of his resolution on tobacco, "expensive, slavish and rum tending," he would doubtless be moved to express dissent. He would be able to show that most pious Baptists as well as other pious Christians have been and are hearty lovers of flesh food, and would perhaps contend that their carnivorous tastes had not impaired their spiritual nature or had been inconsistent with the highest functions of Christian life. Nevertheless a vegetarian could find quite as much warrant in the Bible for denouncing the flesh eaters as Mr. Romine has for denouncing men who use tobacco. Indeed, we all know that it is the practice of many of the religious vegetarians to argue that the eating of meat is an unclean and vicious habit, tending to impurity and sensuality and altogether incompatible with exalted moral aims. And it is very far, too, from an uncommon sight when a Christian who takes great pride in his abstinence from liquors and tobacco may be seen eating his meals like a gormandizer, utterly unable to put a check on the demands of his stomach until it has become gorged and himself almost helpless in repletion and discomfort.

One of the motives of reformers eager to regulate small personal habits springs from some natural aversion of their own to things which are sources of decent or reasonable pleasure to others. Very often it will be found that the man who is loudest in declaiming against tobacco, for example, could not put a cigar or a pipe in his own mouth without becoming as sick as a traveler with a poor stomach on board ship in a storm. Then, too, there is that meddling disposition which is not contented until it has interfered with somebody's physical enjoyment on the ground that physical enjoyment is allied with depravity. One afternoon I was in a smoking car of a train going to Cape May. In a seat opposite to me sat Bishop McVickar, reading a newspaper and smoking a cigar. His ponderous, powerful frame and his big, clean, fresh face, as good as wheat, were the picture of honest tranquillity. There was the outward expression of a cheerful soul at peace with all his fellowmen as he puffed away in his cozy relaxation. His massive presence easily made him conspicuous, and the cut of his clothes indicated his profession to those who did not know him. "Look at that minister there," said a man behind me to his companion; "I'll bet that he wouldn't do that if his congregation was around." The remark was simply an example of the habit of thought which denies a good man the right to the cakes and ale, or which attributes to him a cheap hypocrisy when he indulges in some harmless little diversion common to the worldly.

Costly Smoking.

To barter a horse in exchange for a cigarette would appear a somewhat extravagant proceeding, yet such an incident took place in South Africa when an English soldier, having captured a steed unknown to his superior officers, exchanged the same for a Turkish cigarette worth perhaps a farthing. It must be remembered, however, that the soldier had not tasted tobacco for weeks and doubtless considered the exchange a perfectly fair bargain.

During the Franco-German war an officer paid a private soldier the sum of 20 marks (approximately £1) for a bundle of cigarettes, numbering ten in all. The officer, having exhausted his own scanty supply of smokes, perceived that a certain infantryman was about to extricate a cigarette from a small packet, and he immediately made the offer in question for the collection, which was accepted, not altogether with alacrity.

During the same campaign a bundle of fifty cigarettes was sold by a French lieutenant to a brother officer for the incredible sum of 1,000 francs (£40), and it is recorded, though with what truth the writer would not care to vouch, that the latter resold his "bargain" for nearly twice the sum to another officer.

Perhaps the largest sum on record ever paid for a cigarette was the amount of £250. It issued from the valise of Napoleon III. and was sold at auction as a curiosity, the money raised being devoted to the relief of sufferers from the Franco-German war.—London Tit Bits.

LATE REVENUE DECISIONS.

Repacking Cigars.

A manufacturer reported that he had sold some cigars which were returned to him on account of the same being unsalable under the trade mark name first put out, therefore he desired to repack the cigars in other boxes, with the privilege of restamping them and making claim for the stamps first used. It was advised that if these cigars are brought back to the factory and repacked they must be put in boxes not before used for that purpose, the same to be properly packed, labeled and stamped, and that no allowance could be made for the stamps affixed to the original boxes, which stamps must be utterly destroyed at the time the boxes are emptied.

Tardy Rebate Claims.

A collector reported that he had received a number of claims on Form 481 for rebate of tax on tobacco after August 29th, and which were not mailed to him or to a deputy on or before that date. He stated, further, that a number of persons had executed their claims within the time limit fixed by the statute, but had delayed sending them in to the collector, expecting that a deputy collector would call for them. He asked for instructions. He was advised that August 30th, midnight, was the last return day, or the last day on which a claim could be presented for rebate of tax, under act of April 12, 1902, and that all claims that had not been presented to a deputy collector, or duly mailed to the collector or a deputy collector on or before August 30th would be barred by the statute.

Factory Premises.

A collector advised that a number of small cigar manufacturers described their whole dwelling house

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.
THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in

Leather Goods
and
Celluloid Signs
of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.
Epstein & Kowarsky, 351 Broadway, New York.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 5,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones— No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS ENGRAVING EMBOSSING

M. H. Clark & Bro
Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
PADUCAH, KY.
Cable Address, "CLARK."
Clarksville, Tenn.

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
☞Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

as a manufactory, and asked if some particular room in the dwelling house should not be described on Form 36½. He was advised that the manufacturer's statement, Form 36½, should particularly describe and designate the room or rooms which would be occupied by him as storage room, work room and packing room, but that it is the custom in some tenement houses for some manufacturers of cigars to occupy the entire premises, some rooms for stripping tobacco, other rooms for making cigars and packing and stamping them, and that such rooms are sometimes also used for living rooms; this fact would not operate to prohibit the manufacturer from making cigars in his living rooms, as it is not incompatible with his business as a manufacturer.

—

An Assigned Rebate Claim.

A collector recently advised the Commissioner that a tobacco dealer in his district, who had presented an allowable rebate claim under the act of April 12, 1902, claimant had made an assignment of his property for the benefit of his creditors, and instructions were asked as to what steps the assignee shall take in order that the rebate might be paid to him for the benefit of said creditors. The Commissioner ruled that if the amount of the claim made by this party had been referred to and included in the assignment made by him to said assignee, an authentic copy of the record of the appointment of such assignee under the certificate and seal of the clerk of the court in which the proceedings are pending, might be forwarded to the Commissioner, together with the claim of the person named as assignee, such name to be substituted for that of the original claimant.

—

Destroying Waste Material.

A collector advised that it had been his practice to require manufacturers to make application to him for special permit to destroy tobacco stems and waste material. He was advised that it is not necessary for either a manufacturer of tobacco or a manufacturer of cigars to make application for a special permit to destroy tobacco stems, siftings, dust or other waste material which would accumulate by manufacturing and stemming tobacco at the factory, but that all such waste material must be destroyed or made worthless for use in manufacturing a taxable tobacco product by rotting, or mixing the same with ashes, lime, bone dust or other such substance before removal from the factory. It was advised, further, that every manufacturer destroying tobacco stems and accumulated waste must report the same on his monthly return each month, but that no credit above the 25 per cent. allowed for stems would be allowed in the accounts of a tobacco manufacturer, except the additional 3 per cent. allowed by Rule 2, computed on all unstemmed leaf tobacco used in manufacturing, provided the product was a dry smoking tobacco or a dry snuff.

—

An Advertising Sign.

A manufacturing concern submitted to the Commissioner an advertising sign, consisting of a miniature log cabin made of rolls of tobacco, and intended to be used as a trade display or as an advertisement of their brand of cigars. They desire to be informed whether they might make use of the tobacco and remove the article when completed from their factory, free from tax, and place it in show windows for advertising purposes. Their attention was called to the provisions of Section 3394 of the Revised Statutes, as amended by Section 10 of the act of July 24, 1897, which provides that all rolls of tobacco, or substitute therefor wrapped in tobacco, shall be classed as cigars, and Section 3392, which provides that all cigars shall be packed in boxes, etc. Section 3397 also provides penalties for the removal of cigars from the manufactory without the proper stamp thereon and without branding the boxes in a legible manner, the penalty being the forfeiture of the goods to the United States. Under all these conditions the Commissioner rules that the manufacture of such a model is prohibited and that the same can not be lawfully made by a manufacturer of cigars and removed from his factory free of tax.

—

Porto Rico Scrap.

A firm of leaf dealers in Chicago purchased tobacco scraps in Porto Rico, which were brought to the United States, and on reaching port an application was made for the release of the tobacco material to the owner as a dealer in leaf tobacco. He was advised that this material, tobacco scraps, cigar cuttings or clippings produced in Porto Rico, could not be brought into the United States and released to a dealer in leaf tobacco; but that under the regulations relating to articles of merchandise coming from Porto Rico, such material brought from Porto Rico could be delivered directly to a qualified manufacturer of tobacco or cigars, and without the payment of the tax, under special permit, Form 100, to be issued to the collector of Internal Revenue for the district in which the material is first landed;

and if to be delivered elsewhere, and to a manufacturer outside of the district, he must give the collector a receipt therefor in duplicate, showing the number of cases, bales or other packages, and the net weight thereof and from whom received, one of said receipts to be held by the collector, and the other to be forwarded to the collector for the district in which the factory is situated. In this connection it was advised that dealers in leaf tobacco are not privileged to receive and sell cigar cuttings or clippings or other bi-products of domestic or foreign tobacco or cigar factories.

—

Aluminum Cigar Package.

A manufacturer submitted a sample aluminum box with wooden bottom, containing fifty cigars of the ordinary size, to which had been affixed the required caution notice label, and properly branded in the manner provided by sections 3363 and 3397. The box was approved under section 3362 in lieu of wooden boxes for packing cigars. The manufacturer had asked the privilege of placing the stamp over a pasteboard card covering the cigars, so as to allow the lid of the box to be free. It was advised that this method of stamping the box would not be approved, and that the stamp must be so applied as to seal the box, one end of the stamp to be applied to one end of the box and over and across the lid, and affixed to the opposite end of the box so as to securely seal the package and prevent the cigars from being removed without breaking the stamp, and that the stamps must be canceled on that portion attached to the lid by waved lines, and further canceled by the registered factory number and date of use being legibly written or printed directly upon the stamp and that the lid should not conceal any portion of the stamp. Another manufacturer submitted for approval a small aluminum box containing twelve cigars, and the ends of the stamp were affixed to the sides of the box and over and on a pasteboard lid or card, in the manner indicated by the larger box above referred to. The applicant was informed that this method of stamping the box was not approved, and that the stamp must be applied in such manner that it would securely seal the lid to the box and prevent the cigars from being removed or the lid raised without breaking the stamp.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

PATENTS RELATING to TOBACCO, Etc.

710,551 Match box; Ellsworth Altimus, Atwood, Pa.
710,557 Device for holding cigars and cigarettes; Wilhelm Baumeister and S. Adler, assignors to Winter & Adler, Vienna, Austria-Hungary.
710,740 Tobacco pipe; Adam Berninger, Pittsburg, Pa.
710,663 Cigar cutter; James H. Bowen, Philadelphia, Pa.
710,792 Cigar cutter and match igniter; A. R. T. Miller, St Clair Heights, Mich.
710,549 Lid holder for cigarette boxes; Elmer C. Young, assignor of one-half to H. Pike, Libertyville, Ill.

BUSINESS CHANGES, FIRES, Etc.

California.
Los Angeles—Montgomery & Tone, cigars, etc., dissolved.
Idaho.
Salmon—George B. Hamilton, cigars, dead.
Silver City—P. D. Quinn, cigars, etc., sold to H. C. Matthews.
Illinois.
Chicago—Ruhstrat & Curlett, Inc., wholesale and retail cigars, announce sale of wholesale business.—James A. Ward, cigars, chattel mtge. $1,500.
Iowa.
Des Moines—George W. Beall, cigars, sheriff in possession.
Muscatine—Wm. Gardner, cigars, bill of sale $2,100.
Maine.
Biddeford—Rupp & Whittier, cigar manufacturers, succeeded by Wm. P. Whittier.
Maryland.
Baltimore—Joseph Hess, manufacturer and retail cigars, chattel mtge. $120.—Clemens Lamping, of R. Starr & Co., snuff manufacturers, dead.
Michigan.
Benton Harbor—James Ralston, cigar manufacturer, succeeded by Martello cigar Co., not inc.
Nebraska.
Nebraska City—J. H. Peters, cigar manufacturer, chattel mtge. $400.
New Hampshire.
Franklin Falls—Charles Bergeron, cigars, real estate mtge. $1,000 discharged
New York.
New York city—John H. Livingston & Co., cigars, petition in bankruptcy—Nile Tobacco Works, assigned.
Ohio.
Cincinnati—Peter Ruckstahl, cigar manufacturer, sued $115.
Lima—James J. Ream, cigars, tobacco, etc., chattel mtge. $588.
Pennsylvania.
Allentown—Reinach, Thorsch & Co., cigar manufacturers the receivers sold assets to Joseph Merkel.
Altoona—Cunningham Tobacco Co., not inc., dissolved, J. F. Kauffman withdraws.
Bethlehem—Henry H. Dash, cigars, tobacco, etc., dead.
Birdsboro—W. M. Arters, retail cigars, assigned.
Rhode Island.
Newport—Joseph W. Barkley, cigars, chattel mtge., $300, discharged
Pawtucket—Andrew J. Condon, cigar manufacturer, voluntary bankruptcy.
Vermont.
St Albans—A. L. Weeks & Co., jobbers of cigars, succeeded by E. D. Clark & Co.
Wisconsin.
Milwaukee — Henry F. Fischedick, wholesale and retail cigars, will discontinue.—Peter M. Lutzenberger, cigars, bill of sale $1,200.

Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

JACOB G. SHIRK,
40 W. Orange St., Lancaster, Pa.
Wholesale Manufacturer Jobber
Plug and Smoking Tobaccos and Cigarettes
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST

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WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS
VIRGINIA PERIQUE

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THE AMERICAN TOBACCO CO. NEW YORK.

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J. K. PFALTZGRAFF & CO.

Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.

Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Bro., York, Pa.

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

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LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A. Hopkinsville, Ky.
Use Arnold's No. 6 Tobacco Cipher

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 43. PHILADELPHIA, OCTOBER 22, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

The New Remedios, Santa Clara and Manicaragua are said to be the poorest grown in years.

OLD HAVANA
At Present Prices
Is a Good Purchase.

We have a large stock of Desirable Goods to offer.

SCHROEDER & ARGUIMBAU,
Successor to SCHROEDER & BON,
No. 178 Water Street, NEW YORK.

1901 Crop

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Now Ready for Sampling

Your Examination
Cordially Invited

Rothschild & Bro.

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77 and 79 Jefferson Avenue,
Detroit, Mich.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XLIII.—"OF AN AMBER SNUFF-BOX VAIN."

By HARRY W. BREMER, of Lewis Bremer's Sons.

I.

(Time of correspondence, the year of grace 1700).

Captain Mirabell in London, to his friend, Sir Harry Wildair, in the country:

Dear Old Hal—

Ods, Hal, but the unapproachable Millamant bids fair to be impregnable. She is not only ice, but, what is worse, she is icy. And yet, as you well know, Hal, who know our London women so well, none is so worth the winning as this delicious maid, this fine lady of a thousand airs and graces, who uses the cupid's bow of her perfect mouth not for kissing, as her Maker intended, but for laughing. And 'tis I, dolt, oaf, yokel that I am, at whom all her arrows have latterly been aimed. Cruel? Millamant is more than cruel. She is a goddess, and as heartless as Venus herself; and to Venus' beauty she adds the wisdom of Minerva and the stately indifference of Juno.

How is such a monster to be assailed? for monster she is, Harry, for all her beauty and the soft languor that ofttimes sleeps within her sapphire eyes.

Is any man preferred to me by this paragon? I hear you ask, Hal. Yea, a score and more. She scarce ever deigns to give me a glance. Moreover, whenever I am in her vicinage I can hear the ripple of her laugh that seems directed at me, and, oh, 'tis then I feel the pangs of love despised.

She is witty, too, the minx. Of late she has let fly all the shafts of her ridicule at those of us, her adorers, who use snuff. She calls us walking snuff-boxes; swears we are powdered with snuff; that our brains, if we have any, are infiltrated with snuff; that with snuff our skins are browner than any red man's; that our wits are bemuddled with snuff; in short, Hal, the radiant maid, fashion's and London's queen, has been so severe upon us we are almost one in determining to make a bonfire at Whitehall of our snuff-boxes and our snuff. In that auto da fe, Hal, thou canst see expiring and suspiring all the wit and all the brightness that have made our Court and our assemblies famous over Europe. And yet Millamant is worth it all, if it but thaw her icy heart.

MR. HARRY W. BREMER.

II.

Millamant, in her morning robe, addresses the lap dog she is holding between herself and her mirror:

"Ha, ha, ha, doggie, I can tell my secrets to you, for you cannot blab them about again, and this is such a delicious secret, doggie. I am in love, deep, earnest, solemn, honest love, doggie, and with the finest man the sun ever shone on; a demigod for beauty, a sage for wisdom, and a very diamond for wit. He has finer laces than I, doggie, and the brilliants on his shoebuckles shame the evening star. The rose is not half so red as his lips, doggie, nor half so sweet, I vow, though I have not tasted them. My longing to sip their nectar makes me blush even as I whisper this confession to you, who, being speechless, cannot publish it to the world.

Ah, my doggie, my little father confessor who can impose no penance, my Mirabell, that's his name, doggie, hath no faults and but one imperfection. He hath a mistress whom he prefers to me; to me, doggie, whom a thousand gallants vow a divinity, a queen, a paragon and heaven knows what else, and what think you, doggie, is this mistress' name? Snuff, doggie. That is the horrid thing that stands between me and my Mirabell. It's a brown powder made of tobacco, very pungent and very strong. One grain of it would make you sneeze your dear little head off, doggie; your dear little head with its soft brown eyes, its silky ears, and its sweet little cold nose. He carries this mistress ever next his heart, in his walstcoat pocket, enshrined in an amber box, of which he is more vain than he is of his mind or his person.

Bright as he is, and strong, and godlike in all his attributes, I will yet win him from this rival. It shall never be said that Millamant capitulated to a snuff-box. Why else have I eyes that sparkle and lips that lure? And it shall be no half victory either, doggie * * * Next time you see him, doggie, bite his heels; I'll make a meal of the rest of him after that."

III.

Lady Harry Wildair, in the country, to Mistress Millamant, in London:

A letter hath of late fallen into my hands, child, over which I have laughed most immoderately. I found it in my Harry's pocket after the hunt but yesterday. Certes, he would not wish I should have seen it, but 'twas providence, and here it is before me. The writer is one Captain Mirabell, and it is all about you, child. Full of burning passion for you it is, and yet despairing, withal. The poor worm is dying for love of you. He swears you are a Venus, a Minerva, a Juno, a paragon, a monster. He vows you have scores of lovers, each more favored than himself. That the scores of aspirants for your hand, child, fill London with their moanings I can well believe, for it is known how large your fortune is and what your reversion from your aunt.

Be guided by me, child. Take Mirabell. His fortune is larger than yours, and as to his snuff taking, believe me child, he would not be half so bright without it. Snuff is the best medicine for the brain, and snuff takers make good husbands. Cease teasing this lover, and when next he comes awooing turn him not adrift.

IV.

King Charles, his Queen and all the Court attended the wedding of the glorious Millamant and the brilliant Captain Mirabell. His amber snuff box is now in the Wallace collection in London.

Next Week.—Chapter XLIV:—The Blest Tobacco Boys, by James M. Congalton, of C. C. Hamilton & Co.

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DOHAN & TAITT,
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D&T
Packers of Leaf Tobacco
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J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

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BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO
No. 119 North Third Street, PHILADELPHIA.

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OCTOBER 22, 1902.

The Case Against The Trust

Following is the text of the document read at the anti-trust meeting of the New York Leaf Tobacco Board of Trade, on October 14:

This meeting, comprised of wholesale leaf tobacco dealers in the city of New York, is convened not to condemn as a class the vast corporate aggregations know as "trusts," but to call a halt, if it is in our power, to the lawless methods of the American Tobacco Trust.

Those gathered here recognize that there are combinations in particular trades or industries which have no mischievous tendency; that such combinations produce economies which inure to the benefit of the consumer in general; that they afford advantages to the public as a whole which overshadow any individual grievances. These constitute organizations which in public speeches have been alluded to as the "good trusts." We concur in the opinion that such combinations have contributed to the prosperity of the country and have promoted the happiness of the entire people. It is not desired to create a hostile sentiment against corporations of enormous capital; there is no clamor to destroy—to pull down what has been constructed with the wondrous skill peculiar to the American people; no inflammatory language is to be used to excite popular prejudice. The object of this meeting is intended simply to view in a calm, dispassionate and impartial manner the conduct of one giant body, whose methods and operations have affected every branch of that important industry, the tobacco trade, and to present these views to the leading political parties of this country.

It is well known that every political platform, National and State, contains provisions denouncing trusts and promising to the people relief from their pernicious influences. The sincerity of these promises is now to be tested. It is to be determined whether these are mere idle words to allure the voter, or whether, with the proper opportunity, such as is now at their disposal, these promises are to be put into effect.

Whichever one of the political parties will assume specifically to curb these evils by manifesting that disposition in advance of election, with that party will be cast the influence, power and prestige of all persons directly or indirectly connected with this industry. We pledge now to exercise our personal franchise in favor of that party, and of that party only, which will show its disapprobation of this company's methods, and which will directly and in positive terms undertake to eliminate from it its evil qualities. We do not make this demand except upon the ground that it is an unlawful company, carrying on business in violation of law; and if the facts which are now submitted do not bear out this assertion, no action is asked on the part of any political party.

Prior to 1890 there were in the United States five leading cigarette manufacturers. They were in healthy and active competition with one another. The jobbers who distributed the manufacturers' products to retailers were able to buy at prices regulated by competition, and they sold to the retailers in the same manner. The retailer was able to dispose of his goods without control or influence of anybody.

In 1890 these manufacturers combined themselves into the American Tobacco Co., with a capital of $25,000,000. Eighty per cent. of this capital, to wit, $20,000,000, was for trademarks and goodwill. At this particular period the tobacco trade consisted of many important elements. There were farmers in many States raising tobacco. There were manufacturers of cigars, of snuff, of smoking tobacco, of plug tobacco. These manufacturers bought from the jobbers of leaf tobacco who were competing in the farming districts for the purchase of the raw leaf. There were the manufacturer and the retailer and the jobber of cigars The retailer was a distributer to the consumer. It will be seen that this was one of the leading industries of the country. The flower of the business world was found within its lines. Now it is all fading. Men were then their own masters and were permitted to conduct their business according to their own ideas. All of this is no more. A healthy, flourishing and prosperous trade has been seriously affected by methods which the statutory law, the decisions of the courts, and the platforms of all political parties have condemned.

When the American Tobacco Co. started doing business it controlled over 90 per cent. of the cigarette

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

L. G. Haeussermann
Importer, Packer and Dealer in Leaf Tobacco
No. 23 North Third Street
Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL.
B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

IMPORTER OF
S. Weinberg, Sumatra and Havana, Dealer in all kinds of Seed Leaf
120 North Third Street, Philadelphia. Tobacco

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

GRAULEY'S **Golden Rule** 5c. CIGAR
H. B. Grauley, Mfr., 527 Chestnut St., Philada.

Pent's **TAHOMA** FIVE CENT CIGARS
PENT BROTHERS, Manufacturers, PHILADELPHIA.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S **Cinco** Philadelphia. Cigars

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

A Discriminating Smoker will call again for
Wyoming Elk Cigars
Let us have the opportunity of quoting price and submitting samples.

Penn Cigar Company,
723 Chestnut St. *Reading, Pa.*

GUMPERT'S **MANETO**
114 N. 7th St. *Gumpert Bros.*
Philada. *Manufacturers.*

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

B. F. ABEL, Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

trade. If this had been simply a combination among concerns to promote their own interests—in other words, a partnership intended to carry on business in the same manner as the manufacturers had done previous to their combination, there would be no complaint. But it was conceived with the evil design to check and prevent trade in the cigarette business, and in all subsequent spread of its business the same idea has prevailed, namely, it tolerated no competition

The brands of the company's cigarettes were standard. Jobbers and retailers were required to keep these brands in stock. No cigar business could be conducted profitably without them. The most invidious efforts were made to prevent competition. Jobbers, as a condition for obtaining cigarettes, were required to sign a consignment agreement; in substance, to pay for the cigarettes, but the title to remain in the company, not to sell below a certain price fixed by the company, and to handle no opposition goods. The penalty for violating any of these conditions was to be "cut off," which virtually meant to be driven out of business. In order to enforce these conditions a system of espionage was established all over the country, in every city, town and hamlet, to spy upon the jobbers. As soon as one was found handling the goods of a rival he was cut off. No other jobber was allowed to sell to the excommunicated dealer upon penalty that he too would be cut off. The stubborn jobbers who refused to relinquish their independence were constantly harrassed. Their employes were enticed away and established in opposition business. Threats of ruination were used to intimidate enforced handling of the company's goods. Their business was infested with spies, and many doubtful ways employed to annoy, vex and hamper those who refused to yield.

Legal proceedings were commenced against the company in many States. In the State of New York and in the State of Illinois applications were made to the Attorney Generals to commence proceedings against the company under the anti trust laws of these respective States to prevent the company from carrying on business therein. These applications were granted, though, unfortunately through political changes, no actions were ever brought. It is interesting, however, to note the opinions of these officers, and the following is quoted from the opinion of Attorney-General Hancock of New York:

"I am of the opinion that sufficient evidence has been produced upon the hearing to authorize the commencement of an action to determine whether the American Tobacco Co. is not transacting its business in the State of New York in an unlawful manner, in restraint of trade, and to prohibit it from further transaction of such business."

The following is an extract from the opinion of the Attorney-General of the State of Illinois:

"It is one of the most ingenious, dangerous and gigantic trusts in America, and that means in the world. * * * As already stated, it is one of the most odious as it is one of the most gigantic monopolies in the whole country. It has attempted to take the law into partnership. It assumes a legal guise in order to conceal its nefarious purposes, or at least that it might the more conveniently and successfully carry out its illegal and vicious ends. It verifies the old saying that devils when first formed take pleasing shape."

In New York County there was also a criminal indictment against the officers and directors, and after a lengthy trial, the jury, being out overnight, stood from beginning to end ten to two for conviction, since when there has been no new trial.

But the company was not satisfied with the cigarette business alone. First it increased its capital to $35,000,000 and began to absorb all companies that manufactured smoking tobacco. Then it engaged in the plug business, and merged that branch of the business into the Continental Tobacco Co. with a capital of $70,000,000, and in a short time the American Tobacco Trust controlled this company. It then acquired the Union Tobacco Co., a $20,000,000 corporation, which owned the most important business outside of the trust. A little later it branched out into the cigar manufacturing business. One large factory after another was acquired, and the American Cigar Co. was organized with a capital of $10,000,000, and subsequently other cigar manufacturing plants were absorbed. The American Snuff Co. was organized with a capital of $25,000,000, which acquired the leading snuff companies. The Havana-American Co., owning many prominent cigar factories (also organized as protection against this company), was absorbed. Its capital was $10,000,000. The Havana Commercial Co., with a capital of $20,000,000, owning large Havana cigar factories, was acquired. Through the formation of the Havana Tobacco Co., a $35,000,000 corporation, this latter also absorbed the Clay-Bock factories, the Cabanas and Suarez Murias factories, thus controlling 90 per cent. of the cigar output of Cuba. Later still a company was established for the acquisition of retail stores throughout the United States in the name of the United Cigar Stores Co., and it is inferred from general talk in the trade that the American Tobacco Co is at the back of this company. This was formed to acquire the leading retail cigar stores in the country.

There is no trust which would be so seriously affected by what the anti trust men term "publicity" than this very American Tobacco Co. Among the many interesting things the "searchlight" would show would be that the plug business, which a short time ago was not able to pay a dividend at all on

(Continued on page 27)

ESTABLISHED 1844

H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants

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MANUFACTURERS OF
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OFFICE: AMARGURA 3, HAVANA, CUBA

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Leaf Tobacco Warehouse
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Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
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S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & CO.
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Importers and Packers,
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THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Perique Tobacco.

In answer to the inquiry of a Tennesseean of Nashville, I would say that the Acadians, who settled in Louisiana after their expulsion from Nova Scotia by the English in 1755, were the originators of perique tobacco. Early in their history in Louisiana the Acadians, through the efforts of Pierre Chenet, who appears to have been a great leader among them, learned to grow and cure tobacco in its own juices, which tobacco became exceedingly popular among the old French regime.

This peculiar tobacco, so far as is known, is grown nowhere else in the world except in Louisiana, and by no other people except the Acadians. Its culture is confined almost exclusively to the parish of St. James, which lies on the Mississippi River, fifty miles above New Orleans. The face of the country is level, interrupted occasionally by morasses, bayous and swampy lakes. Immediately upon the banks of the Mississippi River the land is more elevated and slopes gently backwards two or three miles to cypress swamps which form a line nearly parallel with the river. In the midst of these swamps there are elevated spots or islands rising a few feet above the general level. The soil of these spots is exceedingly fertile, and in its primitive condition is covered with dense canebrakes, above which tower in great magnificence and beauty the live oak, the magnolia, grandiflora, the red gum and pecan.

The early French settlers were in the habit of driving their cattle to these elevated spots, so that they could browse on the succulent and nutri ious cane. For this reason these spots were called vacheries, or "cattle lands." These "cattle lands" near Convent and Grand Pointe have been cleared up by the Acadians and put in cultivation. Here they live, and grow the perique tobacco, one of the most interesting products grown in the country on account of the peculiar manner of curing it.

The cultivation of the crop in the field does not differ materially from its cultivation in Tennessee and Kentucky—the object being to keep all the grasses and weeds in subjection. The harvesting of the crop usually takes place in July. The plants are cut with a hatchet, but the stalk is not split. When cut the plants are taken to a shed, where boys and girls are busily employed sharpening pieces of dried cane two or three inches in length. A piece of this sharpened cane is driven into each stalk of tobacco near the lower end, making an acute angle with the stalk, so as to form a hook. By this hook the plant is suspended on one of a number of ropes stretched lengthwise in the shed. As the plants wilt the distance between them on the ropes is diminished. As each leaf becomes embrowned, and while the stem midrib is yet green, it is plucked from the stalk and the midrib pulled out. Some twenty or more of these half cured leaves are made into a loose twist and a number of these twists are packed in a box eleven inches square and with a capacity of fifty pounds when full. The box and contents are put under a lever prize, the lever being 12 to 14 feet long, to which weights are attached so as to secure a pressure on the tobacco of at least 7,000 pounds to the square foot. A continuity of pressure is required, and for this reason a screw prize is never used.

Remaining in press for twenty-four hours, the tobacco is taken out from under pressure, opened and thoroughly aired for a few minutes, until the exuded juices, black, thick and tarry, can be reabsorbed, when it is repacked in the box and the pressure put on again. This treatment is continued with the tobacco in each box for the period of ten days in succession. From a light brown the tobacco grows darker each day, until it shines in unctuous blackness. This manipulation, after ten days, becomes less frequent, an airing every three or four days being deemed sufficiently often to bring about a final cure. The whole time occupied is about three months, when the tobacco emits a rich, spirituous and fruity odor, which has been imparted to it by the reabsorption of its serated juices.

Perique tobacco is put up in cylindrical rolls, called carottes, of four pounds each generally. These are first wrapped in cloth, and a rope, half an inch in diameter, is then wound in a coil around it from end to end. It is thus prepared for market. The tobacco often remains in boxes under pressure for twelve months, growing sweeter and more fragrant with time, and is only put into the form of carottes when the planter desires to sell.

Dr. Gideon E. Moore, who investigated for the Government the changes that take place in the tobacco by curing, says:

"In the case of perique cured in its juices we have manifestly an instance of conversion of a large portion of both the citric and malic acids into acetic and butyric acid, and the agreeably fruity odor which this tobacco acquires during the fermentation, while partly due to these acids, would indicate the presence of substances similar to the volatile oil obtained by Liebig during the fermentation of malic acid. Perique tobacco contains but little over one-fourth of the citric acid, but one half the nitric acid and about six times the amount of acetic acid contained in the air-cured leaf.

"Nearly the entire product of the perique region, amounting now to about 175,000 pounds, is taken by manufacturers, and it is by them treated as raw material. They make it into fine-cut, in which form it has a glossy appearance, totally different from any other fine cut tobacco. This gloss or varnish is due to the superabundance of juices which steep and saturate the carotte, and so securely are they sealed up that no vicissitudes of climate or season are able to diminish them. The fine-cut, in its turn, is manufactured into cigarettes, and the tobacco, to a very limited extent, into cigars It is also packed in paper packages, tin cans and glass jars, for use in the pipe, and is also used to mix with weaker kinds of tobacco, by which the flavor, but not the strength, of the perique is preserved. A very small quantity is made into snuff, which, by a French gentleman of the old regime, is preferred to any other kind.

"The great points of excellence claimed for perique are:

"First.—Its great strength. It has a large content of nicotine, amounting to 4 32 per cent., and more sweet juices than any other kind. It is, therefore, valuable for mixing with lighter and weaker kinds.

"Second.—It is free from the acrid, biting, creosotic taste so common in other kinds of Southern-grown tobacco, and has a rich, fragrant odor, combined with a smooth, delicate taste

"Third.—By men of literary habits it is said that perique tobacco stimulates the action of the brain, and that its narcotic effects are less than those of any other sort of tobacco. Men of vigorous constitution affirm that it produces an exhilaration of spirits akin to that which comes from drinking good old wine, without the disagreeable results too apt to follow the use of the latter stimulant."

***

A Funny Catechism on Cuban Tobacco.

In compliance with the request of a Havana subscriber I reprint what he calls the funny tobacco catechism of which Thomas Campbell Copeland, "assisted by Maria Soltera and Maurice Magnus" is the author, and which was originally published in the American Colonial Handbook in 1899. Following is the "catechism" as to tobacco in Cuba:

TOBACCO.

How is the tobacco growing area of the island divided?

Into two unequal parts, called La Vuelta de Arriba and La Vuelta de Abajo, the tobacco produced within each area having distinctive qualities.

Where is tobacco grown with greatest success?

It grows well in all parts of the island, but the chief seat of its cultivation is along the southern slopes of the Cordillera de las Organos, in Pinar del Rio, the famous Vuelta Abajo region, which produces the finest leaf in the world.

Is the leaf known as "Havana tobacco" grown near that city?

No; it is frequently from the land on the borders of the rivers Hondo, Sico, and Leo, in a mountainous country intersected by little valleys, the slightly sanded soil of which is well adapted for the growth of fine tobacco.

Of what quality is the exported Cuban tobacco?

Poor and medium, as a rule. The best tobacco is hardly ever exported. Cubans, of all classes and ages, and of both sexes, are inveterate smokers, and they insist on using the best leaf grown on the island. Tobacco for home consumption is frequently purchased in advance of the crops. It is estimated that at least 5 000,000 cigars per diem are consumed in Cuba.

Are all Havana-made cigars of Cuban tobacco?

No; as an illustration, in one year, out of 515.333,000 cigars exported from Havana, only 251,333,000 were made from Cuban leaf, the remainder having been imported from Puerto Rico.

Is the import of Puerto Rican tobacco now permitted in Cuba?

No; the prohibitory order took effect on January 15, 1898. It was issued in consequence of fraud discovered at Havana, whereby cigars made from Puerto Rican tobacco were exported as Cuban products.

How many persons are usually engaged in tobacco cultivation?

About 80,000

What is the estimated average tobacco crop of Cuba?

560,000 bales of 110 lbs., 338,000 bales being exported and the remainder used in cigar and cigarette manufacture in Havana.

What was the export of tobacco leaf from Cuba in 1896?

16,823,000 lbs.

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J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HABANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

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Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

TOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

How many cigarettes were made in Cuba in 1891?

732,000,000.

How many cigars were made in Havana in 1892?

167,000,000.

What was the export of cigars in 1896?

185,914,000.

Are there many cigar factories in Havana?

Yes; a large number, giving employment to thousands of people of both sexes and all ages.

THE MEDICINE MAN.

Sol Cigars for London.

During the week ending October 11 a further shrinkage in the quantity of bales sold is to be noted, as the total amount does not sum up over 4,600 bales, of which the United States took 3,000 bales while the remaining 1,600 bales are to be put down for Havana manufacturers. As to districts, the Vuelta Abajo and Partidos furnished 1,900 bales each, while of Remedios 800 bales are reported sold.

Prices for factory vegas and good fillers of Vuelta Abajo and Partido are as high as ever, and no downward movement is probable, owing to the scarcity of such goods. Remedios still remains neglected, and unless some activity should spring up in the United States for this article no advance in prices can be looked for; still people who do not judge by the present circumstances are looking ahead and feel strong in the conviction that the worst dull period has passed, that a better demand must prevail ere long, and that the current low prices cannot be maintained with the advancing season. Their calculations are based mainly upon the fact that the filler part of Vuelta Abajo will not be sufficient for the demand, and that the extremely high prices asked for the latter must create an inquiry for old Remedios ere long.

The rise in sugar may also have the effect that less tobacco will be planted in the Vuelta Arriba and that more ground will be again devoted to the raising of sugar cane. At the current low figures for Remedios it simply does not pay the vegueros to raise tobacco any longer, therefore it would be but natural to suppose that the law of supply and demand should also regulate this article.

The 1903 Crop.

From some parts of the Vuelta Abajo come reports that owing to drouth the seedlings were lost, while other sections complain of too much rain, but it is safe to say that these are isolated cases more or less, and that no general damage has been done to speak of. In any event, enough seedlings have been planted and prices are low, indicating that they are plentiful; still, as the month of October is always uncertain, no forecast made now can possibly be accurate, and everything will depend upon the next three weeks. In Havana the weather has been rainy, sultry, but no high winds have prevailed. Transplanting is progressing vigorously where the people have the means, as in the Partidos, for instance, while in the Vuelta Abajo, some sections may suffer for want of money forthcoming for the poorer vegueros, unless assistance should come soon.

Cano y Hno. have set out over 1,500,000 plants upon their tumbadero farms and Don Adolfo Moeller has now replanted 50,000 matas upon his vegas in Guira de Melena township, all under cheese cloth covering. G. Salomon y Hno. have also prepared their grounds upon their farm in the same district, and will plant upon a bigger scale than ever this season.

Arrivals in Havana.

Don Enrique Bosselman, of the firm of Carlos Blasco, has returned to Havana. H. Tausig and Emil Wedeles, of Chicago, Don Avelino Pazos, of A. Pazos & Co., New York, and of Jose Santalla & Co., of Havana, who returned from a four months' vacation in Spain, W. S. Lightbourne, of the Cortez Cigar Co., of Key West, and Don Luis Marx and Mr. J. Bernheim, both of New York.

Departures.

Edgar Lincoln to New York and J. Lowe to Key West, both of the firm of P. Pohalski & Co., New York and Key West. Don Luis Marx was the recipient of universal testimonials of sympathy on the part of his numerous friends who vividly share the loss with him in the demise of Donna Eugenia.

Havana Cigar Factories.

The activity in the different factories was broken this week by the Cuban holiday on October 10, and while the majority kept their workrooms closed, the Sol factory, for one, was obliged to keep their men at their tables, in order to fill some urgent orders for immediate delivery. Don Carlos Behrens, who returned in the best of health and in good spirits, has reason to be satisfied with his European tour this past spring and summer, as he succeeded in placing large orders in Germany, and through this will be enabled to

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on **During the Month of December, 1902?**

(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3.00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest			$5,000 00 in cash
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00	"
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00	"
To the	10 persons whose estimates are next closest	($500 00 each)	5,000 00	"
To the	20 persons whose estimates are next closest	($250 00 each)	5,000.00	"
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00	"
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00	"
To the	100 persons whose estimates are next closest	($25 00 each)	2,500 00	"
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00	"
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00	"
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75.000.00	"
	35,213			
	35,213 persons		$142,500.00	

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates

(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 tax per M., for which stamps were purchased, appears below:

In December, 1900—467,092,208		In February, 1902—445,495,483	In April, 1902—516,835,163		In June, 1902—523,151,476
In December, 1901—479,312,170					In July, 1902—571,814,243
In January, 1902—496,983,717		In March, 1902—516,599,027	In May, 1902—523,035,907		In Aug., 1902—565,974,550

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.

Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
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Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba — Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
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AMSTERDAM, HOLLAND
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Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exportors of Leaf Tobacco and Cigars
Cable Address: Bridat — *Post Office Box 310.*

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 — **Office, 183 Water St.**
Amsterdam, Holland. — NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

fill any calls for bright, live colors for the United States market, as Germany, on the contrary, prefers the dry-looking, dead colors As a vega contains usually both kinds of leaves and colors, naturally the manufacturers seek to find an outlet in both directions, so as to work to most advantage. In London, Don Carlos succeeded in placing the control of the Sol brand with the most important and largest importers of the world, Wm. Klingenstein & Co., who import more cigars than all Germany together, and nearly as much as the whole United States take of Cuban cigars in a year's time. While the Sol factory has enough stock on hand of old tobacco, it added 200 bales of a very fine Vuelta Abajo factory vega to its stock, in order not to let its supply run short and particularly as it sold some old wrapper bales just to help a friend out upon certain sizes. Naturally Don Carlos made a fair profit, but the friend was equally well pleased, as old wrappers are as hard to find as the proverbial "needle in a hay stack."

Suarez & Co., better known as "La Flor de J. S. Murias," have large orders from London. The transfer to the American owners is about to take place, as preliminary to it stock was taken on October 10 and 11. H. Upmann & Co. are shipping 1,100,000 cigars by the steamship Morro Castle. Don Leslie Pantin has 300,000 cigars and Neuhaus, Neuman & Co. 250,000 to go by the same steamer. The accident to Don Segundo Alvarez, whose horse fell upon him this week and caused a fracture of the left leg, is widely deplored, and it is hoped that the cure may be a complete one in the regular course of time. The invitations for the house warming of the new factory of the firm of Segundo Alvarez & Co. at Lealtad 110, have been postponed on this account. "Lord Beaconsfield" and "Flor el Todo" are, however, gaining more customers every day, as the material employed in these cigars is of the best the Vuelta Abajo produces.

U. S. Cigar Manufacturers.

Don Mortimer Regensburg purchased 900 bales more of choice Vuelta Abajo and Partido factory vegas. Don Gabriel Balbin, of R. Perez & Balbin Bros., secured 300 bales of extra fine Vuelta and Partido fillers and wrappers.

Doings of Havana Commission Merchants and Leaf Dealers During the Week Ending October 11.

Leslie Pantin purchased 200 bales of Vuelta Abajo and Partido for his customers.

Jorge, P. Castaneda & Co. sold 800 bales of Partido and Vuelta Abajo factory vegas.

Jose Menendez disposed of 250 bales Partido tobacco.

Bruno Diaz & Co. closed out 300 bales of Vuelta Abajo and Partido factory vegas, as well as 200 bales of Vuelta Abajo colas.

Aixala & Co. delivered nearly 600 bales of Partido and Artemisa tobacco upon old contracts, sold 250 bales of Remedios and thirteen bales Partido wrappers for $9,000 to a Havana cigar manufacturer.

Sanchez y Cueto are still receiving very fine and choice vegas from Vuelta Abajo, and sold 250 bales of the latter to a factory in Havana.

Garcia & Co. shipped 739 bales by the steamship Morro Castle.

Sobrinos de Antero Gonzalez disposed of 300 bales of Vuelta Abajo and Partido, besides trading upon larger quantities, which may be reported next week.

Remigio Lopez & Co. sold 100 bales of Vuelta Abajo, and advise their friends of having received 500 bales of Remates upon consignment from the country.

G. Salomon y Hnos. report 100 bales of Partido wrappers as sold to one of their friends.

Jose Santalla & Co.—Their escojida in Consolacion del Sur is still working, and will yield nearly 3,000 bales when finished. One feature of it is that the separate vegas have been selected by the firm, thus having the identical tobacco in their different lots from their packings and no mixture of two or more farmers' tobacco. They have kept the yellow tobacco perfectly distinct and separate, and as they can dispose of this class to a factory in Havana their northern friends would only receive the best part of ripe, brown colors and fine aroma. They have bought of the famous localities such as "Las Taironas," "Las Ovas," "Las Cuchillos," "El Paraiso," "Los Mogotes," etc., Don Avelino Pazos is satisfied with the quantity of wrappers yielded so far.

Arrivals of Tobacco in Havana.

	Week ending Oct. 11. bales	Since Jan. 1 bales
Vuelta Abajo	6,248	145,379
Semi Vuelta	220	9,111
Partidos	1,817	50,137
Santa Clara and Remedios	4,638	97,190
Total	12,923	301,817

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Among the Quaker City Tobacco Men.

B. Greenwald, formerly with J L. Greene at 10th and Chestnut streets, has been made Manager of the two stores now operated in this city by the United Cigar Stores Company, which are respectively at 8th and 10th and Chestnut streets. Goods have so far been sold at the regular prices prevailing previous to the change in ownership, but the trade appears to be in a state of somewhat confused expectancy, and is in fact awaiting a more radical move on their part. The 13th and Market streets store is not yet nearly fitted out, and many are entertaining some doubts as to the company's intention of really starting operations at that place.

E. Y. Sterner's Sons are putting on the market a new brand of clear Havana goods, under the name of Grandina, which is retailing at 15 cents each, and will be made up in about 16 sizes. The principal seller at present is the Imperial Finos, and Mr. Sterner states that it promises to be by far the most successful product in strictly high grade that they have ever attempted. Retail trade with them has been quite excellent.

John N. Kolb, of the Theobald & Oppenheimer Company, has gone to Havana to look over the tobacco market there, and it is expected that he will make selections of a number of such desirable lots as he can find that will meet their growing requirements for some time to come.

Bayuk Bros., at Fourth and Market streets, have increased their facilities by the addition of another floor in the building for some time occupied in part by them. Their goods are quite firmly established here, and at present there is every indication of a growing trade.

Frank Teller & Co. have employed F. A. Bennet, who is more popularly known as the man on stilts, in advertising their Royal Blue 5 cent cigars. Although not new in this city it is still attracting much attention.

Fisher Bros. are starting in the cigar business at 17 S. 9th street, formerly occupied by Fellheimer & Co., and have equipped it in an up-to-date manner, and are carrying a good line of high grade goods.

B. Herbst several weeks ago succeeded to the ownership of the cigar department of a store at 17 N. 13th street, and is now doing a fairly satisfactory business there.

Hyman Miller, formerly at 814 S. 11th street, has sold out that store and removed to 15th and Federal streets, where he is continuing in the business.

The Stinson-Thomson Co., at 237 S. 11th street, are getting fairly under way with their Wardelo brand of nickel goods, and are slowly building up a healthy trade locally.

Leaf men have been out in force during the past week. Among the earlier callers in the market were Julis Fox, of P. L. Leaman & Co., Lancaster, H. G. Blass, a leaf broker of Reading. Pa., and among the later arrivals were Geo. Gibson, of Sneeringer & Co., Baltimore, B Weber, with the Baltimore Leaf Tobacco Co., Baltimore, Louis Leopold, of John Leopold & Son, M. C. Meyer, with Simon Auerbach & Co., George F. Schnath, with Schroeder & Arguimbau, of New York.

PHILA. LEAF MARKET.

A more or less sluggish market has been experienced during the past week. In a manner there is a demand for almost every type of cigar leaf, but buyers apparently were wanting such goods only as were needed for almost immediate use, consequently the volume of business with most houses was comparatively small. October as a whole has not been any too satisfactory, yet hopes are entertained that the remaining ten days may show an improvement. Little worthy of comment has transpired during the week, and no specially important developments in the near future are expected.

AGENT GESUCHT.—Zum Vertrieb ihrer Erzeugnisse sucht erstklassige deutsche Cigarrenkisten-und Wickelformen-Fabrik einen bei den Cigarrenfabriken gut eingefuehrten Agenten. Angebote erbeten unter A. G., an dieses Blatt.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA.
NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
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1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I M JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
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182 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

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Taffetas, Satin and Gros Grain.

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36 East Twenty-second Street, NEW YORK.

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Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia" "Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. Factory, Tampa, Fla.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.

Thos. Ewd. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton, Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co Corning, N. Y.: W. C. Sleight.

The Havana market has been perhaps more steady than the domestic leaf, sales being confined to small lots. Prices are well maintained.

There has been practically no change in the Sumatra market. In view of the prospective settlement of the coal miners' strike, manufacturers through Pennsylvania seem more willing to look at goods, which is at least slightly more encouraging.

EXPORTS.—Antwerp, 188 hhds., 96 cases; Glasgow, 218 hhds; Liverpool, 93 tons; London, 7 hhds.

New York Leaf Market.

The glory has not yet departed from the New York leaf tobacco district, for one large house in Water street last week sold 200 bales of Sumatra in one lot. Besides, a number of large Eastern cigar manufacturers were in the market during the week on a hunt for desirable leaf.

Otherwise business was quiet during the week.

The Last Inscription of 1902

The last Sumatra inscription of the season of 1902 took place in Amsterdam on October 17. Of the total offerings of 18,070 bales only about 1,100 were taken for the United States.

A. Cohn & Co. took the entire parcel, 450 bales, of Deli My. A, the entire parcel, 510 bales, of Deli My. TS, and the American marks out of Deli My. C, Deli My. E, Deli My. L, and Senembah P; altogether, of the firm's purchases, about 750 bales are for the United States.

E. Rosenwald & Bro. secured about 300 bales of Deli My./, Deli My. Q B and Medan Tab. T R and other marks.

S. Rossin & Sons purchased about 50 bales of various marks.

H. Duys & Co. secured 150 bales of various marks.

Tyson Case Continued.

The Tyson cigar box stuffing case which was set down for a hearing before Commissioner Shields at 11 o'clock on October 20 has been continued to some time in November.

A. Cohn Returns.

A. Cohn, of A. Cohn & Co., returned on October 20 from a visit to his A. C. Deli plantation in Georgia.

Green River Tobacco Company's Product.

Pennsylvania and adjoining States seems to be a good field for the products of the Green River Tobacco Company, of Maysville, Ky. The Lancaster branch of that factory now has several men in the territory who are sending in good reports of a healthy trade on their principal brands, which include the Kentucky Derby, (a 6 lb. box, 2¼x9 in.) 4 oz., plug; Sweet Girl (Natural Leaf), 8 lb. box, 3x12 in. 3½s, plug; E. & S., 10½ and 21 lbs. butt, 2x6 in. 7 oz., plug; High Jumper, 5 lb. carton to box in paper bags, and the Kentucky Kernel, 12 lb ½ Bu. 5 in. 10s, twist 1 lb. free with each 12 pounds. An excellent premium list has been prepared, which it is claimed is one of the largest yet offered by any manufacturer. Two extra men are at work in the Pittsburg district, and a heavy trade is reported.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

WE will Supply Machinery to equip a Cigar Box Factory to make from 1,000 to 1,500 boxes a day to any person, on easy payments of $20 per month until paid. Party must be reliable, and be able to give good references. LANCASTER CIG. BOX CO., Lancaster, Pa.

FOR SALE—One hot or cold air power filler dryer, two Coughty power bunching machines, two Coughty stripping machines, 5,000 M. D. & P. molds. Will sell cheap to quick buyer, as we need the room. A. THALHEIMER & SON, Reading, Pa. 9-10-tf

FOREMAN WANTED—MUST have good experience in general management of factory and packing; also keeping revenue books; reference required. Only first-class men need apply. 10-8-3t E. SCHOSTAG, Columbus, Neb.

FOR SALE—Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE.—Four Liberman Suction Machines; used two weeks only; will sell for half of orignal cost. Address Box 95, care of The Tobacco World, Philada. 10-22-1

FOR SALE—At Fifty Cents per Hundred, Five Thousand Cigar Bands for the Florodora Estimating Contest. Address K. C., care of Tobacco World, 11 Burling Slip, New York.

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8 6-tf

STATISTICS SHOW
A. COHN & CO.
import the largest quantity of Sumatra Tobacco
CONSEQUENTLY
THE MOST COMPLETE LINE
CONSEQUENTLY
THE SUMATRA HOUSE
Prices always reasonable. Write for samples to
A. Cohn & Co., 142 Water St., New York

Cigarettes at the Club.

Why "Anglo-Egyptians" are Favorites at the Knickerbocker.

Two members of the Knickerbocker Club, of Fifth avenue, New York, one youthful the other middle aged, were discussing cigarettes with their after-luncheon coffee one day last week. They were uncle and nephew, and both had just returned from what might be called from the intimacy of the association an arm-in-arm pleasure trip around the world. Each is an inveterate cigarette smoker, and it is doubtful if any city in the world can produce their equals for connoisseurship in this regard.

It was a freshly lighted Anglo-Egyptian No. 1 straw tipped cigarette that started the uncle off.

"Reggie," he said, "I think this beats those cigarettes we smoked at the Gezireh Palace in Cairo last March, when your precious old lungs sent us to the Nile."

"And yet," responded Reggie, "it wasn't altogether my lungs that induced you to go to Egypt. I recall that you said something before we left Marseilles about the Sphinx being well worth a visit and about the extraordinarily fine quality of the cigarettes to be had in Cairo. And yet we both voted the Sphinx a bore, and I am quite sure we have found better cigarettes in Berlin, in Vienna, and in London than the best we were able to buy in Egypt."

"Yes," responded Reggie's uncle, "but it is after all right here in our own club, in little old New York, that we are able to get a cigarette made right here at home of imported Turkish tobacco that beats anything that either Egypt or Europe gave us."

"Whew!" said Reggie pursing up his lips, "but isn't that rather high praise?"

"Oh, I don't know," answered the older man; "since I say the same sort of thing about foreign articles that are really superior to our home products, such as champagne, and London-made clothes and a few other luxuries like those, why should I fill my mouth with ice when I undertake to talk about the fine cigarettes made here in New York? I tell you, my boy, the chaps that put these Anglo Egyptian No. 1's together knew their little book all right, all right."

"And I note," remarked Reggie, "that Delmonico's, Sherry's, Rector's, the Waldorf-Astoria, the Cafe Martin, and every other swell place in New York takes the same view, for I see from the card that these cigarettes are on sale at every one of these places, and it isn't likely they would be if they weren't the best ever. I was over in the company's factory, at 208 West 42d street, the other day and I saw how these cigarettes are made. They take as much pains with them as Madame Fifine takes with my sister's hats I inspected the bins filled with Dubec, Somsoun, Yassonlouk and selected Basma leaf, and, my, but I got an education in Turkish tobacco that day! Everything was as clean as clean could be, and the smell of the place was almost as delicious as the fragance of one of the cigarettes when you light it. It's all hand work, too, and that's why, no doubt, the cigarettes smoke so freely and are rightly styled the 'cigarette de lux.'"

"Well," said Reggie's uncle, "here's success and long life to our friends on West 42d street," and after taking a final sip of the wine in the glass at his side the old Knickerbocker and his companion lighted fresh Anglo-Egyptians and started for a stroll down the avenue

A Trenton Smokehouse.

Chas. Slee a popular cigar dealer of Trenton, has been for some time making a specialty of the Slee Special, a 5-cent cigar made specially for him at a Philadelphia factory. To a Tobacco World reporter he stated last week that it was the best seller in nickel goods that he ever handled.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by ____
Name ____
Street, ____
City ____ State ____

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IMPORTERS OF

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114 Penn Street,
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CELLULOID
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NICKEL
CARDBOARD

Notice to the Trade.

ALL OUR GOODS are strictly "Union Made," and stand for home industry and honest wages. They are also **The Best Goods Under the Sun**, because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF

Trade Mark.

If you sell PLAIN SCRAP GOODS, we are the leaders, and it Will pay You to Look Us Up.

Taylor Bros. Tobacco Co.
READING, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

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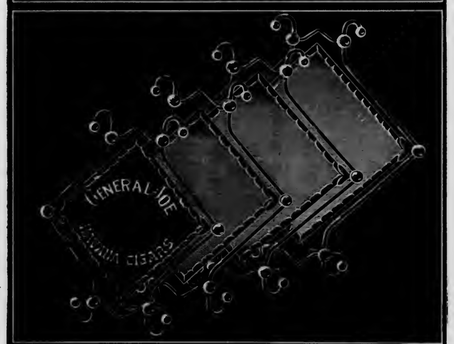
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



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WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

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We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

518-520 Seventh Ave., PITTSBURG, PA.

THE TANTOS BRAND.

A High-Grade Nickel Porto Rican Cigar.

The Tantos, whose introduction to the trade of Boston by the S. S. Pierce Co., was noted in The Tobacco World last week, is a high grade nickel Porto Rican cigar manufactured at Caguas, P. R , by the Compania Comercial de Caguas, in which M. Sola e Hijos have recently become interested, for which distributers are desired in territory not yet assigned. Capt. M. E. Flaherty, of New York, is the sole agent for the Tantos brand in the United States and Canada.

The day of the cheap Porto Rican cigar appears to have come to a close but an appreciation of the fact that of high grade nickel cigars the American public can never get enough leads the manufacturers of the Tantos brand to believe that the consumption of this cigar will spread immediately upon its introduction. It is put up in all sizes and M. Sola e Hijos guarantee that it is made by the best skilled labor out of the choicest tobaccos grown in Porto Rico. Tantos is a Spanish word meaning "so many." The label in brown and gold is unusually artistic.

Carl Rosenwald Leaves Us.

Carl Rosenwald, of E. Rosenwald & Bro., sailed for a lengthened stay in Europe for the benefit of his health on the Kronprinz Wilhelm on October 21.

—Newman & Ullman of Peoria, Ill., have closed a lease for a factory to be opened about November 1st, at Canton, Ill. The building is 47x80 feet, and the firm has taken the second and third stories and basement. They operate a union factory, and expect to employ 100 hands when fully under way.

—Articles of incorporation of the Connecticut Valley Tobacco Company with a capital of $125,000 have been filed at Newark, N. J. Benjamin M. Warner, Warren M. King and Duane H. Nash are the incorporators. The concern will do business in Hampshire county, Massachusetts.

Philadelphia Establishment Raided.

The cigar and tobacco establishment of H. Steinberg at Second and Vine streets was raided by Internal Revenue officials on Tuesday morning. The proprietor was arrested in the afternoon and held under bail for a hearing to-day.

He is charged with a violation of the Internal Revenue laws by having in his possession 10,000 cigars, 5,000 cigarettes and 200 pounds of tobacco, all alleged to be contraband goods, and which were seized. The stock seized is valued at $1,000, and was removed to the Federal building at Ninth and Chestnut streets, where it was stowed away to be used as evidence against him at the hearing before Commissioner Craig this afternoon.

He is declared to have been legally out of business since April, 1902, previous to which time, however, he was regularly registered. He recently established himself in business at 1631 Ridge ave., formerly occupied by R. H. Bentz.

Announcement

When the alterations now being made in the store on the corner of 26th Street and Broadway, New York, are completed, it will be the FINEST STORE IN THE WORLD. There is an appropriate reason why it should be, as this store has been planned and arranged to provide for the exhibition and sale of the world's best cigars, and there is nothing worthier a suitable setting than the best brands of Havana cigars.

Here will be sold the brands that have made Havana cigars famous throughout the world, and in such unusual quantities that all sizes, shapes and colors of these cigars can be seen and examined without loss of time or convenience. Such an exhibition of Havana cigars cannot fail to be exceedingly interesting to the public, and also of great value in an educational way in providing the means of becoming familiar with and of identifying genuine goods. It is also of importance to demonstrate to the public what constitutes proper condition for high grade Havana cigars, and for this reason a prominent feature of this store is the humidor, which has been planned for storage and exhibition of Havana cigars in individual boxes, original cases, etc. This humidor will have a capacity for storing several million Havana cigars, and keeping them in all seasons in perfect condition.

The chief decorative feature of the store will be mural paintings, unique in their originality of design. These paintings give to the store the feeling and atmosphere of Cuba, as they constitute a panorama of Cuban scenery of exceeding interest. The "finish" of the store throughout is of Italian white marble, including the great columns, 17 feet high, quarried in Italy expressly for this use.

As we are not in the retail cigar business, we wish to rent this store to a retail dealer. About November 1st it will be open for one week to all who care to inspect it, and the following week sealed bids will be received from any reliable firm or dealer desiring to lease this store for the purpose of a retail cigar store.

For all particulars with reference to conditions for operating this store, apply to GEORGE M. GALES, 111 Fifth Avenue, New York, N. Y. The right to reject all bids is reserved.

Havana Tobacco Company

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin

High Grade
Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.
Makers,
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in
All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK
KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.
Samples furnished on application≈
322-326 East 23d St. NEW YORK.
NEW BRANDS Constantly ADDED≈

Edward Neuman Dead.

Edward Neuman, of the cigar manufacturing firm of Kreuger & Neuman, Watertown, Wis., died at his home in that city last week, at the age of 55 years.

Deceased was born in Germany, Feb. 19, 1847, came to Watertown when thirteen years of age. He has since resided in that city with the exception of three years spent in Minnesota.

Sued the Continental.

Joseph P. Whitwell, tobacco jobber, of St. Paul, Minn., has sued the Continental Tobacco Company for $840 damages under the Sherman law relating to combinations.

The plaintiff alleges that the defendant refused to allot him $4,000 worth of plug tobacco. According to the company's methods, he states, a 2 per cent. discount of the retail price is allowed jobbers and a 5 per cent. allowance is made on the sale of the entire amount allotted. He therefore figures that he lost an opportunity to make a profit of $250 and he sues for the penalty provided by the Sherman law, or three times the amount of the loss

According to the plaintiff the allotment was not made because he would not take $8,000 worth of goods. He says that the system is designed to prevent jobbers from buying from the independent companies. The suit is in the Federal Court.

—A new corporation under the name of the International Tobacco Co., capital $500,000 has just been formed at Portland, Me. The officers are: Percy J. A. Lear of Boston, Mass., president; Charles A. Johnstone of Jersey City, N. J., vice president; Clarence E. Thurlow of Brookline, Mass, treasurer; Charles H. Tolman, clerk. Ardon W. Coombs, Esq., has charge of the formation.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.

Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WISCONSIN, U. S. A.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

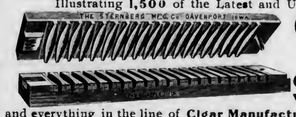
Ten for 15c.

Plain and Cork Tip.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

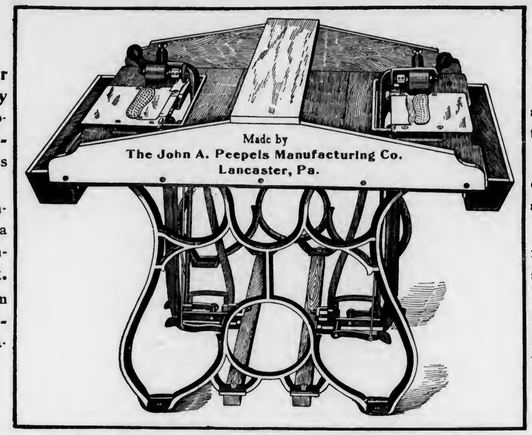
C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New. Eight Stories High **84--85 South St., New York**
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) **New York.**
Inspection Branches.—Thos B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation,"
"Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

Cigar Molds
ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the Latest and Up-to-Date


Cigar Mold Shapes
and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer. We can save you money and please you at that.
THE STERNBERG MANUFACTURING CO.
1702-1712 W. Locust St., Davenport, Iowa.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.

Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.
The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Von Arnold's No. 5 Tobacco Cipher. **Hopkinsville, Ky.**

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Trade in Reading.

The various cigar factories of this district are experiencing a big boom the past month, and many are running overtime in order to get out the orders which are rapidly coming in. Many of the leading firms are advertising for cigarmakers, bunch breakers and strippers, but it seems the supply to be had is not half equal to the demand. One prominent manufacturer stated that he could use at least 40 to 50 good first-class cigarmakers, but that he is unable to get them. He is away back in his orders and may be compelled to seek help elsewhere. Many of the dealers are happy that the coal strike is about settled, as it means more business for them in the coal regions. Several plants had been practically idle as most of their goods were shipped through the coal region. They had enough goods on hand to supply the demand, and for that reason laid off their hands until their stock became exhausted. Some of the employes laid off secured work at larger factories and have steady work. Most of the firms have started on their holiday goods, and some of the packages to be made up will surpass those of previous years.

The cigar factory of John G. Spatz & Co. has been doing a heavy business all this year. The output will show a large increase over that of the previous year.

At a meeting of the Cigarmakers' Union held here last week, six new members were elected and eleven propositions were received. The factory of J. Milton Althouse, at 430 North Eleventh street, was unionized and the use of the label granted to the establishment.

William H. Yocum, of the cigar firm of Yocum Bros., is home from a five weeks' business trip through the west, where he visited the largest jobbing firms in the trade. He says: "The west is enjoying a pleasant season of prosperity. Of course the coal problem was a serious question, but the strike is now practically ended. At present many of the cities in the west are holding corn carnivals, etc. The crops have been excellent. The money market is easy, and business, barring the lines affected by the coal famine, is active and profitable, from my own observation." Mr. Yocum booked a large number of orders for the leading brands made by his firm. Their output will far exceed that of last year.

One of the busiest cigar manufacturers in Berks county is Harry Gring, who conducts a large factory at Fritztown. Last week he says he received an order for a million cigars, and he claims he could use from 25 to 30 first-class employes in his different departments. He makes large daily shipments through the west.

Walter P. Yorgey, a well-known young man of this city, who formerly conducted the cigar stand in the Bear Building, died of stomach troubles last week. He was a son of former Councilman James P. Yorgey, and was one of the most popular young men in the city. His sudden demise will be a great shock to many of his friends. He was 28 years of age, and had been sick six weeks.

Alderman N. Robert Tomlinson, who recently engaged in the manufacture of cigars in the rear of his home, 314 Miller street, states that he will have two dandy brands ready for the market about November 1st. He is assisted in the business by his wife, and employs three other hands.

Goldsmith & Keller, a new firm that recently engaged in the manufacture of cigars here, have placed a new brand on the market called Goldie's Bouquet, which is meeting with great local success.

J. E. Young, a well-known stogie manufacturer of Pittsburg, who formerly resided here, spent a week in Reading renewing old acquaintances. This is his first visit here in 22 years.

J. U. Schreffler, cigar manufacturer at 150 North Eighth street, has completed making a number of alterations to his business place. The front of his building has been repainted and the store room and factory enlarged. Mr. Schreffler has discontinued his Shad brand, and is pushing a new nickel brand which he calls the Ideal.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Trade-Mark Register.

John Willis. 13,840.
For cigars. Registered Oct. 17,1902, at 9 a m, by N. C. Palsgrove, Schuylkill Haven, Pa. (Used for 14 years).

The Country Traveler 13 841.
For cigars. Registered Oct. 17.1902, at 9 a m, by Volpert & Newman, Lake Placid, N. Y.

Star of the Union. 13 842.
For smoking and chewing tobacco. Registered Oct. 18, 1902, at 9 a m, by E W. Ganter, Reading, Pa.

Temple Ribbon. 13.843.
For cigars. Registered Oct. 18,1902, at 9 a m, by B. Herbst, Philadelphia.

Temple Colors. 13.844.
For cigars. Registered Oct. 10,1902, at 9 a m, by B. Herbst, Philadelphia.

Star of the World. 13.845.
For cigars. Registered Oct. 20, 1902, at 10 a m, by M. F. Huff, Catasauqua, Pa.

REJECTIONS.

Kassan, Star of the East, Star of the Union.

TRANSFER.

Honest George, registered for cigars Sept. 8, 1902, by H. S. Souder, Souderton, Pa., was transferred Oct. 17, 1902, to F. M. Meads, Windsor, Pa.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Sacremento Boy, El Gravo, La Donzella, Country Leader, Country Smoker, Special Sultan's Best, I. C. F., (Our Motto, Travel on the Pennsylvania Railroad, Smoke Penn Station Cigars, and you will have Safety, Comfort and a Delightful Smoke.) Luz de Oro, Union Lithuanians' Work, Mason B. Loomis, Flor de Romes, Apperson's Select Cigars, Faustino, Fellah, Rhodesia, Track, Field and Turf, Club Quality, Luxfer, Made in Flint, Walter's Smoker, Philip Freneau, City Hall Pets, Sir Launfal, Alcade, Independent Cigar Factory, Can Can, The Charles A. Allen, Union Hit, Steel Plant, Smylo, Egyptian Draconis, Egyptian Polaris, The White Mule Outing Club, El Espada, La Perlosa, Dolly Varden, On Time, Neko, La Flor de Lilienthal, American Flag. Egyptian Sailors, Proseopina, La Flor de Mazoomen, Union Belles, Electric Bolt, Ki-O Ma, Minnekahta.

The New Wisconsin.

Frank Ruscher, of Ruscher & Co., the well-known tobacco inspectors of New York, returned on October 16 from a sampling tour of Wisconsin. He is enthusiastic over the 1902 crop grown in the northern part of the State, and says that the crop of the entire State is proportionately good.

"The best leaf grown in northern Wisconsin this year," says Mr. Ruscher, "is the finest Wisconsin I have ever seen, and the quantity of the very finest is surprisingly large. I do not hesitate to say that the packings of E. Rosenwald & Bro., Weil & Sons, the American Cigar Co., and the United Cigar Manufacturers are among the finest Wisconsin ever raised. These concerns have already picked the cream, and I understand the total quantity already secured by these and other early birds is almost 75,000 cases. The total crop of the State this year is about 200,000 cases. The weather in northern Wisconsin for the week ending October 11 was ideal, and has done away with all fear of pole sweat."

Ridgefield Park's Newest Citizen.

Born to Mr. and Mrs. Henry Fisher, of Ridgefield Park, N. J., at 8.30 a. m., on October 17, a son. Weighs 8 pounds; lung power, 100 per cent.; appetite, rapidly developing; somnolence, normal. General health, excellent, and so is his mother's.

His father is of A. Cohn & Co's staff of travelers, well known in Philadelphia, Boston and Frisco. Just now particularly happy over the acquisition of a first-born son and heir.

Guess Once and Again, and Twice More.

The time draws near when estimates, under the Florodora Tag Co's offer, of the quantity of $3 tax paid cigars produced in December will be due in Jersey City. All estimates must be sent in by Dec. 1. Every guesser is entitled to four guesses. Following is the form which most guessers are using:

Florodora Tag Company,
Jersey City, N. J.
My Estimate is———
Name———
P. O. Address———
County———
State———
Write name plainly, and put but one estimate on each slip.

Latest News from York, Pa.

York, Pa.. Oct. 19, 1902.

The leaf tobacco dealers in York county say that the sampling of the new crop is about over, and the amount of damaged leaf found is below the average. The past week has been a quiet one, but the outlook is bright and encouraging for a brisk fall and winter trade. There is little buying of the new crop just now, as the buyers are out scouting for the pick of the best leaf. Prices at present are steady.

The cigar box manufacturers in York and Dallastown report that they are unusually busy. Most of the factories are rushed with orders for the holiday goods and sample boxes. Some very neat and attractive boxes are being made for the holidays, which will surely catch the eye of the Chistmas shoppers.

These are prosperous days for the cigar manufacturers of York county. Almost every factory in this section is running to its fullest capacity, and orders still continue to arrive with every mail. The demand for York county cigars is unprecedented, and the output is limited because of the inability of manufacturers to supply the demands made upon them. One of the great drawbacks to manufacturers is the scarcity of cigarmakers. At present most of the factories are turning out goods for the Christmas holiday trade. The salesmen on the road say they have little trouble to get orders these days, but their greatest difficulty is to get the goods delivered on time to customers.

The La Buta Cigar Company, of this city, is one of the busiest cigar factories in this section. This firm makes the high grade Hannibal Hamlin cigar, and is now advertising for fifty cigarmakers.

The Keystone Cheroot Company, of Hanover, which has been handicapped in the output of its product by the want of greater manufacturing facilities, has secured the old shoe factory building in Hanover, which will be used as a factory in addition to the one now in operation in that borough and that in Gettysburg. The shoe factory building is now being remodeled and fitted up with the latest improved machinery for manufacturing cheroots. The new plant will be put in operation about November 1st, and will give employment to 100 additional hands.

Sebastian Mayer, of the firm of Mayer Brothers, cigar box manufacturers, has purchased the property of Edward Reeves, deceased, on South Queen street, this city. Mr. Mayer intends to remodel the property for business purposes.

Samuel Bievenour, of this city, employed at the York cheroot factory, had two fingers of his left hand cut off by a tobacco cutter last Tuesday afternoon.

J. H. Stiles, the well-known leaf tobacco packer, has awarded the contract for his new warehouse on North Court alley, this city, to C. Edward Hautz. The entire building will be heated by the York Steam Heating Company.

The Winget Machine Company is now settled in its new quarters Cherry and Gay alleys. Orders for bunching machines and cigar molds continue to come in with every mail. So great is the demand for their goods that the firm is obliged to advertise for cigar molds in order to supply their customers' wants. Their entire stock was consumed by fire recently.

The cigar dealers in York are already preparing for the holiday trade. Some of them have placed orders with cigar manufacturers for special brands of high grade cigars, and ordered neat and attractive boxes. Young & Busey, one of the leading retail firms in this city, expect to show some very fine goods in a few weeks.

The Porto Rico Cigar Company, of Red Lion, has secured a trade mark register for their Flor de Royal Crooks and Porto Rico Twins brands of nickel cigars.

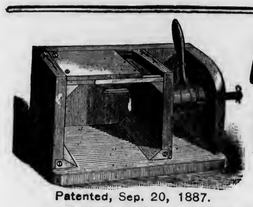
Charles F. Stallman & Co., jobbers, of this city, report business as being on the increase. The firm has made some large shipments of cigars during the past few weeks.

—The firm of Guinan & Bestman, Manistique, Mich., has been dissolved by mutual consent, Mr. Bestman retiring.

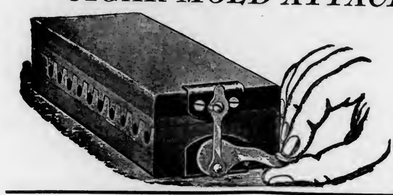
Leaf Tobacco Markets.

CONNECTICUT VALLEY.

We hear of sales in Connecticut as well as in Massachusetts, and at very fair prices, with a tendency to advance very considerably. Occasionally a man has a bad crop, or it is below the desired quality, and he gets a fair offer for it, and accepts it. But this is no reason why the grower who has a superior crop of real Boston lights should sell his from 15 to 20 cents when he knows that all of his light wrappers are cheap at 45 to 50 cents and his


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf ***TOBACCO***
We have a few **B and C Fillers** left of the 1900 crop.
EAST PETERSBURG, PA.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

1901
Bulk-Sweat Penna.
BROAD LEAF
NOW READY.
A Binder of Exceptional Quality.
Write for Samples.
MENNO M. FRY, Lancaster, Pa.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

seconds and binders from 15 to 28 cents. So we often hear of the crop being sold at 25 to 30 cents. We have a large crop of sound leaf free from all damage, if we except a portion of the latest harvested, where we fear will be found some poleburn. The early crops are being taken down and stripped, where buildings were used for hanging that are wanted for other purposes.

Our correspondents write:

Wethersfield, Conn.: "Tobacco news is pretty dull just now. It seems to be curing down of good color, and with the bright weather of the last few days ought to come out all right."

Glastonbury, Conn.: "There have been a few sales here of late. Among them, the Messrs. Bantles sold their crops, and Mr. Phelps sold; the price reported was 22 cents in the bundle. These were good crops, sound and free from damage."

East Hartford: "There has been sold a very considerable part of Connecticut seed leaf, and prices have ranged from 20 to 25 cents. We hear of the sale of many crops at South Windsor and Poquonock."

North Hadley: "There has been but few sales here, as yet. Unless the buyer is pretty well known for fair dealing, the growers are slow to make prices for their goods."

North Hatfield: "Some of the early-cut pieces are ready to be taken down, and a few are stripping to see how it runs. A good many had a hard time to find places where to bestow their crops, as so-used places are now wanted for their legitimate use. It is pleasant work to handle a crop when there are no outs."

Montague: "The crop is curing down well, and is in every way a satisfactory one. I don't hear of any sales."

Southampton: "We never grew a better crop than our present one. It is fine, sound and of an excellent color. Dealers have been looking anxiously to find some fault. We hope to sell when the goods are ready."—American Cultivator.

BALDWINSVILLE, N. Y.

No sales by the growers have been reported during the last week. Julius Marquisee of New York has been registered at the Riverside. Mr. Marquisee was one of the buyers of the J. W. Upson packings, part of which have been sold this week. About 900 cases were sold. Among the other purchasers were Frank Moulton of Cicero, C. R. Northrop of Lysander, and Dembo & Haskins of Syracuse.—Gazette.

EDGERTON, WIS.

The buying of the new crop has been as actively carried on in most sections during the past week as any time since the market opened. The American Cigar Co's. buyers are out in full force and some of the belated packers are doing some hustling, making a lively week in southern growing districts. The chase has been so warm in some instances as to show a considerable advance in price. The disposition is now present to clean up the crop in short order.

The market for old leaf has a slightly better tone, but inquiries are for 1900 stock mainly of which a few sales are recorded. L. B. Carle & Son have disposed of a couple of carloads. A good deal of sampling of the 1901 has been done but no sales of packings are reported.

The weather of the week has been suitable for the further curing of the crop which is now pretty well secure from a heavy freeze. Much of the early harvested will be ready to strip soon.

Shipments, 1,150cs.—Reporter.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

LANCASTER'S REPORT.

Lancaster, Pa., Oct. 21, 1902

A fairly satisfactory trade was done in the local leaf market during the past week. M. M. Fry sold a good sized lot of 1901 goods. S M. Seldomridge, of Farmersville. sold 200 cases of 1900. Walter S. Bare and P. L. Leaman & Co. have also been among the more active houses, and numerous other dealers report a good business, but in comparatively small transactions.

In the jury list for the November term of Quarter Sessions, and Common Pleas, and the December term of Common Pleas are included quite a few from among the tobacco trade and they are: A. C. Dietrich, leaf dealer, East Petersburg; M. Bickham, leaf dealer, Churchtown; Geo. M. Galbraith, cigar manufacturer, Lancaster; S. K. Snavely, formerly of Snavely & Bricker, of Lititz; Monroe W. Phillipi, cigar manufacturer, R. R. Albright, cigar manufacturer, A. K. Barr, tobacco dealer, Lancaster, and Geo. Forrest, tobacco sampler, representing F. C. Linde, Hamilton & Co.

LITITZ

J. R. Bricker & Co. are erecting an addition to their factory.

J. B. Leib was never busier and employs a larger force of cigarmakers than ever before.

Meiskey & Heiland, leaf dealers, have had a good year, for the first one of this firm, and anticipate a steady and continued increase.

ROTHVILLE

R. E. Jacoby is erecting a new cigar factory and leaf warehouse, where he expects to pack considerable of his domestic tobacco. It will consist of a main building 30x34 feet, with a wing 18x44 feet, three stories high, built of frame, and equipped with all known modern improvements. Mr. Jacoby is having a good trade now, but expects a heavy increase during the remainder of the year. He is hoping to have the new building ready for occupancy by December 1, at the latest.

J. G. Usner is putting out more Matinee cheroots than ever before.

J. L. Weidler & Co. have recently adopted a new label, and will soon be placing a new brand of goods on the market.

AKRON

A. N. Wolf is still on his western business trip, which has so far been a very satisfactory one.

Chas. Hipple, of Hipple Bros., leaf dealers in Philadelphia, was a recent visitor among the manufacturers of this section. Charlie was formerly a Lancaster county boy, and is well known in the trade. His visits are resulting in desirable patronage from among our manufacturers.

A. J Heinsey, of this town, is about to open a factory at West Earl, where he hopes to soon employ fifty hands, and which will be operated in addition to his Akron factory.

The union factory of C Ruppin is quite active, and more goods are being shipped than ever before.

EPHRATA

A. W. Mentzer & Sons report their trade to be at present in a very healthy condition, and that prospects for a continuance seem very bright.

Representatives of the Green River Tobacco Co. Maysville, Ky., have been canvassing this section on that company's products with much success. The company has a branch office at 40 W. Orange street, Lancaster.

A new cigar factory has been started here by Gallagher & Graham, who have employed H. C. Leed as manager.

The Globe Cigar Company, which has also a branch in Reading, is making steady progress and is having the heaviest year in its existence.

DENVER

E. Reninger, one of the largest union factories in this section, reports a fairly satisfactory business and has good prospects for a lively increase during the remainder of the year.

Slabach & Siegfried say they are quite busy. They are operating a union factory.

F. S. Weinhold is running steadily with a small force.

H. B. Cochran, representing Petre, Schmidt & Bergman, lithographers, of New York, made one of his periodical trips through here recently.

REAMSTOWN.

J. G. Root, one of the most extensive manufacturers in the county, has had a busy time throughout the year, and indications point to a steady increase.

TERRE HILL

The cigar trade in this usually busy cigar town is at present somewhat quiet, though improving. Weaver & Bro., S. S. Watts, and Jas. Lichty are running steadily. C. M. Clime & Bro. recently booked some desirable new orders from western trade, and are now busier than they had been for some weeks.

LINCOLN

Hauenstein & Co., jobbers of leaf tobacco and fine cigars, for many years in the Zahm building, have moved their stock and office furniture to the handsome new three story brick warehouse on the corner of Main and Market streets, where they will continue the business on a more extensive scale. The building is furnished with all the modern conveniences.

P. L. Leaman & Co.
Packers and Dealers in **LEAF TOBACCO**
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

F. E. Eberly,
Manufacturer of High-Grade
Union Made **CIGARS**
Stevens, Pa.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at **Five Cents**, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

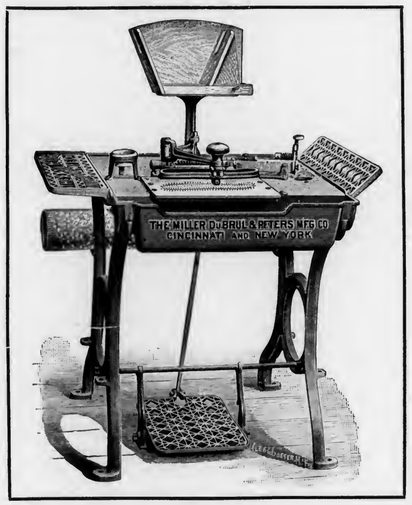
Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses.
Write for prices.

THIS MEANS YOU

You undoubtedly consider yourself a progressive and enterprising cigar manufacturer and as such we direct this advertisement directly at your head.

We have been telling you considerable about the DuBrul Dieless Suction Table.

We have heard from a great many cigar manufacturers and are placing these tables at a gratifying rate. If we haven't heard from you —If you haven't taken the pains to find out all about this new table, doesn't it strike you that it is about time you did?



We offer this table to you solely on its merits—what it can do and is doing, not what we or anybody else says.

This table wherever installed proves absolutely that it results in a better product, turned out in less time and at less cost.

Now, here are some of the most important things in the cigar making industry — quality — economy — speed.

The DuBrul Dieless Suction Table, therefore, becomes one of the prime requisites of a progressive business.

It needs no argument to show that a sharp circular knife can cut a better wrapper than a die, which is more or less dull, no matter how careful you are.

It needs no argument to show that an operator can roll upon an open space a better cigar than could be done hampered by dies and rollers and confused with different operations of the feet, to say nothing of a complicated mechanism to care for.

It needs no argument to show that the elimination of dies, rollers and all other accompanying makeshift mechanical parts is a step toward simplification which must mean economy of both time and expense.

In no other way in the world can you get so perfect a wrapper, get so many wrappers out of the stock or get so well made a cigar as by the use of this table.

Now, if these things are true, it must be equally true that you ought to have the DuBrul Dieless Suction Table and have it at once.

We stand ready to prove to you that they are true.

All we ask is for an opportunity to do this, and it seems to us that we ought to have it.

It won't cost you much of anything to write us a letter asking all the questions you want to and leaving it with us to prove our case to you.

Don't you think you had better do that today?

If we can't do any better by you, we also stand ready to sell you the recognized best Die table in the business.

Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

Imports and of Cigars Leaf Tobacco

FROM HAVANA

Per steamers Monterey and Morro Castle.

CIGARS	cases
Park & Tilford, New York	46
G. S. Nicholas, New York	31
Acker, Merrall & Condit, New York	19
B. Wasserman Co., New York	16
S. S. Pierce Co., Boston	10
Grommes & Ulrich, Chicago	10
The Weideman Co., Cleveland	8
George K. McGaw & Co., Baltimore	7
Godfrey S. Mahn, Philadelphia	5
H. Straus, Cincinnati	4
M. A. Gunst & Co , San Francisco	4
Sig. Sichel & Co., Portland, Ore	3
S. Bachman & Co., San Francisco	3
M. Blaskower & Co., San Francisco	3
Estabrook & Eaton, Boston	3
W. A. Stickney Cigar Co., Denver	3
G. W. Faber, New York	3
C. B Perkins & Co., Boston	2
Reymer & Bro., Pittsburg, Pa.	2
F. R. Rice Mercantile Co., St. Louis	2
Daniel Frank & Co., Boston	1
O. B. Stillman, New York	1
V. L. Cohn, Seattle, Wash.,	1
H. B. Grauley, Philadelphia	1
Total	188
Previously imported	7,460
Imported since Jan. 1, 1902,	7,648

LEAF TOBACCO	bales
F. Miranda & Co., New York	739
Sutter Bros., New York	275
Sartorious & Co., New York	245
Lilienfeld Bros. & Co., Chicago Order	243
J. Bernheim & Son, New York	201
L. Wertheim, New York	200
A. Moeller & Co., New York	169
G. W. Sheldon & Co., New York	167
Ghio & Rovira, New York	101
Schroeder, Reiss & Co., Chicago	100
D. Hevia & Co., New York	100
Suarez, Rubiera & Co., New York	49
Hinsdale Smith & Co., New York	48
C. Muina, Brooklyn	46
J. F. Portuondo Cig. Mfg. Co , Phila.	40
Mancebo, Munoz & Co., New York	35
Hamburger Bros. & Co., New York	28
Yocum & Newman, Philadelphia	26
A. Blumlein & Co., New York	20
Perez & Escalante, New York	17
S. Ashner, New York	17
S. L. Goldberg & Sons, New York	15
E. Regensburg & Sons, New York	15
J. Menendez, New York	15
Yocum Bros., Reading, Pa.,	13
E. Rosenwald & Bro., New York	11
Shively, Miller & Co., Philadelphia	10
F. Thies, Denver	10
A. Cohn & Co., New York	10
Havemeyer & Vigelius, New York	8
J. W. Miller, Philadelphia	5
R. Mayers, New York	5
R. A. Jenkins & Co., New York	4
Total	2
Previously reported	2,989
Imported since Jan. 1. 1902,	97,687
	100,676

Our Own Correspondents.

HOPKINSVILLE, KY.

M. D. Boales.

Nothing offered publicly this week. Sales are private at unchanged prices. The stocks are largely of Medium to Fine long, leafy dark tobacco, of which but a small percentage will be in the new crop, and are held very firm at prices within quotations.

Lugs-Com. 4¾ to 5¼c; Med., 5¼ to 5¾c; Good, 5¾ to 6¼c Fine, 6¼ to 6¾c

Leaf—Com., 6¼ to 7¼c; Med., 7¼ to 8½c; Good, 8½ to 10½c; Fine, 10 to 12½c.

Spinning Leaf, 7 to 10c; Cigar Wrappers, 8 to 11c; Plug Wrappers, 9 to 12½c.

This years crop is estimated at one third to three quarters of an acreage in quallty and quantlty. Planters are expecting higher prices than last year on account of shortage. Those engaged examining the crop in the barns think movement will be rapid when market opens, and that prices will be satisfactory.

Receipts for the week, 5, hhds; year, 11,810. Sales for the week 86; year, 10,060.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 6 hhds; offerings on the breaks, 51 hhds; sales, 211 hhds.

The quality of the leaf was generally very good, but will soon fall off again. Dealers desire to close out stocks before commencing the new season and are offering more freely.

Warehouse stocks will show full reduction at close of the month.

The light frosts of September 13 and 14 were repeated on the 13th and 14th insts., but again no damage was done. The whole crop has now left the field and gone into winter quarters.

Planters hope for large prices for their small crop.

THE CASE AGAINST THE TRUST.

(Continued from page 7)

its common stock, now can stand good for all the monetary losses entailed by its reckless and unlawful efforts to control the cigar business!

Time does not permit more than a few details in respect to the conduct of its business at the present day. Regarding that branch of the trade in which it has an entire monopoly, it buys its material from the farmer only at such prices as it is willing to pay. There is no more competition in the cigarette or plug business. The farmers in Virginia and Kentucky must sell at the prices which the company dictates.

In other branches it buys of the farmer at exaggerated prices in order to put the goods beyond the reach of the wholesale jobber and the manufacturers not yet within its borders. This is done so that no manufacturer can subsist and pay the prices for his raw material. Of course, when once in control of this branch of the business, it will pay the farmer what it pleases. And so again in another department of its business. Its policy is to drive out of business the large number of retailers, big and little, that have contributed their mite to the welfare of this land. A retailer by dint of hard work establishes a successful business. The company becomes envious of his success and approaches him for the purpose of buying out his business. The retailer protests. It is his livelihood. He knows no other vocation. Without this means his family will suffer; new hardships will confront him. He is facing ruination, and so against his will he sells out his business. In the string of stores prices have been placed upon staple articles either at or below cost, with the intent that every retailer not within its fold will eventually be driven out of the business. Of course, the consumer will then be at the mercy of the company.

Throughout the course of this company, its one purpose is to prevent trade in all of the branches of the tobacco business. It is the injury to this trade, which is unlawfully accomplished, in respect to

York Standard Leaf Co.

I. B. HOSTETTER, Proprietor,

Packer and Dealer in **Leaf Tobacco**

No. 12 South George Street,

'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.

Wholesale and Retail Dealers in All Grades of

Domestic & Imported TOBACCO

29 East Clark Avenue,

FINE SUMATRAS a specialty. YORK, PA.

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**

59 and 61 North Duke Street,

LANCASTER, PA.

C. W. Smith A. H. Sondheimer

SONDHEIMER & SMITH,

Packers of and Dealers in **Leaf Tobacco**

330 North Christian St.

Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

TELEPHONE WIS.

STORAGE CAPACITY 10,000 CASES

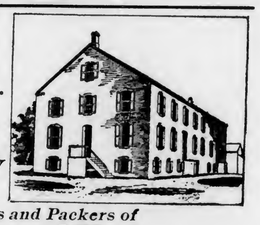
Reading, Pa.

Telephone call, 432-B.

Office and Warehouse,

Florin, Pa.

Located on Main Line of Pennsylvania R.R.



E. L. Nissley & Co. *Growers and Packers of*

Fine Cigar Leaf Tobacco

Fine B's and Tops our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa. } WAREHOUSES: { Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O. Janesville, Wis.

Our Capacity for Manufacturing Cigar Boxes is—
Always Room for One More Good Customer.
L. J. Sellers & Son, Sellersville, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN
Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. **Investor—5 Cents**
Phares W. Fry, Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

which fault is found. Here is a vivid example of the havoc created by a combination in restraint of trade. Commerce is the interchange of commodities. There can be no commerce without competition.—Without commerce there can be no nation. All artificial efforts to repress competition have injurious effects. The injury from which we demand relief is an injury not only to the tobacco world, which is in a state of peril, but to the public. Competition has been stifled. The effect has been to create a monopoly and to place the public at the mercy of the monopoly. It is precisely a combination presenting these conditions which is prohibited by the courts and by the legislatures; they are forbidden solely for the purpose of preserving competition, and thereby as far as possible the freedom of action in industrial and commercial life. No more appropriate words can be found than were used by the United States Supreme Court very recently in applying the anti-trust law. The suitability of the language is remarkable, and it is impossible to escape the conclusion that it was framed exactly to meet a case of this kind:

"It is wholly different, however, when such changes are effected by combinations of capital, whose purpose for combining is to control the production or manufacture of any particular article in the market, and by such control dictate the price at which the article shall be sold, the effect being to drive out of business all the small dealers in the commodity and to render the public subject to the decision of the combination as to what price shall be paid for the article. In this light it is not material that the price of an article may be lowered. It is in the power of the combination to raise it, and the result in any event is unfortunate for the country by depriving it of the services of a large number of small but independent dealers who were familiar with the business and who had spent their lives in it, and who supported themselves and their families from the small profits realized therein. Whether they be able to find other avenues to earn their livelihood is not so material, because it is not for the real prosperity of any country that such changes should occur which result in transferring an independent business man, the head of his establishment, small though it may be, into a mere servant or agent of a corporation for selling the commodities which he once manufactured or dealt in, having no voice in shaping the business policy of the company and bound to obey orders issued by others. Nor is it for the substantial interest of the country that any one commodity should be within the sole power and subject to the sole will of one powerful combination of capital. Congress has, so far as its jurisdiction extends, prohibited all contracts of combinations in the form of trusts entered into for the purpose of restraining trade and commerce."

The foregoing facts present to statesmen and politicians a condition, not a theory. Actions, not words, are asked. Each party having elected from its ranks public officials who have power, can now demonstrate the earnestness and sincerity of their pre election promises by requiring these officials to apply such remedies as the law now affords Conclusive evidence for such purposes will be furnished by this Board to any such officials. The law should also be amended in this respect, that the company will be compelled to submit its earnings and its internal operations to the light of day. A large proportion of the people will determine how to exercise their political franchise depending upon the action of the leading political parties relative to the restraint to be placed upon this unlawful combination.

Along the North Penn.

ALLENTOWN.

The present prospect of a settlement of the strike in the coal regions is having a beneficial effect upon the local trade.

S. R. Allenbach, a local dealer and manufacturer, some time ago removed from Hamilton street to North Sixth street.

R. Moyer & Co. are a new firm of cigar and tobacco dealers who commenced business a few weeks ago at 406 Hamilton street. They propose to do a jobbing and retail business.

The Sovereign cigarettes of the Universal Tobacco Co. are gaining ground here rapidly. W. H. Nonnemacher, who is one of the distributers of the goods here, has done much for the advancement of their sales and a number of retail dealers are giving them a strong preference over others.

Representatives of the Mack Tobacco Co , of Cincinnati, have been here lately, and placed upon the market a new size (3 oz) package of Day & Night, retailing at 5 cents.

J. Alvarez & Co. have discontinued the retail department of their establishment. They are utilizing the entire space for office and manufacturing purposes.

C. L. Moyer and J. Alvarez & Co. are using space in local papers to advertise their respective products.

The Councillor 5c cigar of Allen R. Cressman's Sons, Sellersville, Pa., has quite a sale here, especially in drug stores, etc.

Berninger Bros. recently booked some fair orders for their products.

CATASAUQUA.

J. G. Sacks has completely transformed the interior of his store room, and has moved the workroom to the second floor.

M. F. Huff is preparing to place a new brand of cigars on the market, which will be gotten up in thoroughly up-to-date style.

Wm. Sacks is having a fair and steady trade.

BETHLEHEM

W. M. Applegate's Star of Bethlehem is the talk of the town. It

was gotten up in novel style, every cigar having a gilt star fastened to it. It took very well from the start

H. H. Dash, a well-known cigar dealer of this town, died about two weeks ago, after a short illness.

F. A. Krell has succeeded as proprietor of the old Hartman cigar establishment at 63 South Main street, and is doing nicely. He is a son of Fred. Krell an old established cigar manufacturer at Tamaqua.

SELLERSVILLE.

W. F. Cressman, whose cigar factory here was destroyed by fire some time ago, has, it is said, decided to give up the business. It is expected that he will accept a position as forman in a New York factory.

TELFORD.

E. A. Freed at present has orders for a good lot of cigars, but has been hampered in drying and preparing his tobacco by the wet weather of several weeks duration.

The factory of M. J. Portuondo Co, here is practically shut down, only a few hands being at work in finishing some stock still on hand. It is at present expected that they will abandon the factory entirely and make all their goods in Philadelphia. A number of their former employes talk of going to Philadelphia with them.

LATE REVENUE DECISIONS

A Pasteboard Box for Cigars.

The Commissioner has approved the use of a pasteboard box for cigars bearing the required caution notice label, affixed by pasting the stamp so applied as to seal the package, and the number of cigars contained, the factory number, district and State branded thereon. The manufacturer was advised that he could use similar boxes for packing his cigars, each box to be properly labeled, branded and stamped before removal from the factory. Attention was called to Treasury Decisions 96 and 97, April 13, 1900, which permit a manufacturer to have the caution notice label and the required brands printed or stamped directly upon pasteboard boxes.

Change of Firm Name.

A firm of cigar manufacturers advised that it was their intention to change their firm name without change of interest in the partnership, and that they had been informed that it would be necessary to give a new bond and pack and tax-pay all cigars now on hand. They were advised that it would not be necessary to file a new statement on Form 36½ or give a new bond; nor would it be necessary to pack and tax-pay unstamped cigars provided there has been no actual change of interests in the firm, but that it will be necessary for the firm to register the new firm name or style with the collector on Form 277, showing the name of the persons who comprise the firm, and the new name or style that will be adopted.

Repacking Cigars.

A manufacturer reported that some of his cigars, packed in tin boxes, had mildewed and been returned to him, and he requested permission to repack the cigars in other packages, making a claim for the value of the stamps used on the original boxes. He was advised, however, that manufacturers can not receive unmerchantable cigars at their factories with the privilege of repacking them in new boxes and making claim for the value of stamps first used and destroyed; but that all cigars so returned may be repacked and restamped, provided the old boxes are destroyed and the stamps effaced as soon as the boxes are emptied. Attention was called to Regulations, No. 8, pages 31 and 61, which allow unmerchantable cigars to be returned to the factory and there repacked and restamped

Cigar Subdivisions.

A manufacturer submitted a small pasteboard package containing ten cigars weighing more than three pounds per thousand, and subject to tax at the rate of $3 per thousand. The box was, with one exception, similar to those used by other manufacturers, ten of such boxes being repacked in cartons containing one hundred cigars, the cartons being properly labeled, branded and stamped, as provided by the Regulations, No. 8, but the box was provided with an open-faced flap which, though it disclosed the number and size of the cigars contained therein, was not approved as necessary to the proper protection of the cigars The Regulations, No. 8, page 53, require that subdivisions must be cut off at one end, exposing the cigars so that the number and size contained in each subdivision may be readily disclosed.

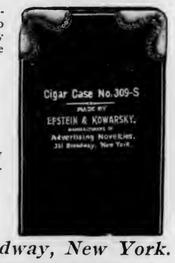
Advertising Slips.

A manufacturer of cigars submitted a small printed slip, which indicated that another firm or person would, on return of twenty of such slips, give some other article

Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.
THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in
Leather Goods and Celluloid Signs
of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.
Epstein & Kowarsky, 351 Broadway, New York.



J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.
Local & Long Distance Telephone

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
CORRESPONDENCE SOLICITED
JOHN A. SAUL,
le Droit Building, WASHINGTON. D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Great Reduction in Price
550 Times Sweeter than Sugar.
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

'n exchange therefor; further, that this slip advertised their business alone. The question was simply whether such slips could be placed by a manufacturer of cigars in his boxes. He was advised that the circular does not advertise the business or place of business of any manufacturer of cigars, therefore it should be excluded from the statutory boxes containing cigars, under Regulations, No. 8, Supplement No. 2, which allows a manufacturer to place in such boxes small advertising cards or circulars as are intended to advertise his business and which concern the manufacture and sale of his cigars and no other business.

—

Mail Orders for Cigars.

A dealer in cigars advised that he received orders by mail for cigars, and asked whether he could deliver the cigars by mail in unstamped boxes. He was advised that all cigars must be put up in boxes not before used for that purpose, and containing 12, 13, 25, 50 or 100 cigars, and that every person who sells, or offers for sale, or delivers, or offers to deliver, any cigars in any other form or who packs in any box any cigars in excess of or less than the number provided by law, incurs a liability to both fine and imprisonment, but that this section was not construed as preventing the sale and delivery of cigars over the counter at retail from boxes that had been packed, labeled, branded and stamped in the manner prescribed by the law, and that all cigars found in the mail not protected by a proper stamp would be subject to forfeiture, under Section 3398 of the Revised Statutes.

—

Retail Sale of Snuff.

In reply to an inquiry as to what quantity of snuff may be retailed to one purchaser from a 20 pound jar duly stamped, the sale being made by a manufacturer of snuff having a retail department; also what limitation, if any, there is of the right to retail from a stamped jar, the applicant was advised that manufacturers of snuff are authorized by law to put up snuff in bladders and in jars containing not to exceed 20 pounds, in addition to the smaller packages up to 16 ounces, and that snuff, like manufactured tobacco, shall not be sold or offered for sale unless put up in packages as above described, except at retail by retail dealers from packages authorized by the Revised Statutes. And, further, there is no limitation as to the amount of snuff that can be retailed to a consumer by dealers from jars or bladders that have been properly packed, labeled and stamped before removal of the snuff from the place of manufacture. The only person restricted and compelled to sell original and full packages of tobacco or snuff is the peddler of tobacco who travels from place to place in town or through the country selling snuff or tobacco.

—

Emptied Snuff Packages.

In reply to a question whether it would be permissible for a manufacturer to redeem emptied statutory packages of snuff after they have gone into the hands of consumers, the snuff being packed in paper packs, weasands, tin cans, glass bottles, tumblers, etc., and whether upon redeeming such emptied packages they could be reused for packing snuff, provided all evidence of previous use had been removed from the packages and entirely, effaced attention was called to Section 3363, Revised Statutes, which requires that the caution notice label shall distinctly state that "the manufacturer of this tobacco has complied with all requirements of law. Every person is cautioned under the penalties of law not to use this package for tobacco again;" and also to Section 3376, Revised Statutes, which imposes a penalty upon any person who sells or gives away, or who buys or accepts from another any emptied stamped box, bag, vessel, wrapper or envelope of any kind, or the stamp or stamps taken from any such empty box, bag, vessel, wrapper or envelope, and, further, that every manufacturer or other person who puts tobacco or snuff into any such box, bag, vessel, wrapper or envelope, the same having been emptied, or partially emptied, will be subject to a fine and imprisonment; therefore the office decided that any advertising scheme which has for its purpose the return to the manufacturer of the stamped package would be in violation of law, and any emptied package found at the factory so branded, marked, labeled or stamped as to show previous use would subject the manufacturer to the penalties prescribed by the statute. Whenever any stamped box, bag, vessel, wrapper or envelope of any kind, containing tobacco or snuff, is emptied, the statute requires that the stamp thereon shall be destroyed by the person who has possession, and every person who wilfully neglects to destroy the stamp will be subject to a fine of $50 and imprisonment of not less than ten days nor more than six months, as provided by the statute

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

Cash Prize Contest.

The Commissioner recently had occasion to pass upon the case of a large manufacturing firm, which proposed to place a certificate in each box of fifty cigars of a certain brand, with the following statement printed thereon:

"These certificates will be accepted by us for participation in our cash prize contest. All certificates must be returned not later than January 31, 1903, as the contest will positively close on that day. The person sending us the largest number of certificates before January 31, 1903, will receive the first prize of $100; the person sending the next largest number, $75; the person sending the third largest number, $50; the next five persons, $25 each; the next ten persons, $10 each; the next ten persons, $5 each; making a total of twenty-eight prizes, amounting to $500. We will send each person competing for the prize a list of prize winners. Return the certificates in lots of fifty or more, charges prepaid, to ———. Be sure to write your name and address on at least one of the certificates of each lot returned, and also your name on the outside of the package. The result will be made known just as soon as the count can be made after the contest closes."

In a letter to the collector in charge of the district in which the manufacturer is located the Commissioner says:

"This certificate anticipates the distribution of certain cash prizes depending upon the event of a lottery or gift chance and would be in violation of section 2 of the act of July 1, 1902. It is intended that some of these certificates will draw prizes, while others will be blanks, and a time is fixed on which the contest will take place. The person sending the largest number of certificates before January 31, 1903, receives a prize of $100 and the prizes are graded according to the next largest number of certificates until the lowest prize is reached. The certificate also states that a list of winners will be sent to each person competing for the prizes.

"Such certificates are prohibited by the statute and any attempted violation should be met with prompt action by your office, seizing the packages under Section 3456 of the Revised Statutes."

The Bureau anticipates that a question may be raised as to whether if the contest above described is illegal, certain other contests, notably those in which large prizes are offered for guesses as to the number of cigars produced during stated periods, can be legally carried out. The answer is a simple one. In the case which has just been adversely ruled upon the manufacturers proposed to place coupons relating to the contest in statutory packages of cigars, thereby bringing the matter directly within the jurisdiction of the Internal Revenue laws as found in the act repealing section 10. In the other contests referred to no certificates are packed in the cigars but bands, etc., upon which no statements relating to the contest are printed, are accepted as entitling the parties sending them in to compete for the prizes offered. So far as the Internal Revenue Bureau is concerned the contest is in no sense based on any coupon, certificate, or other token placed in the statutory package.

The Post Office Department has ruled that guessing contests similar to those involving the number of cigars produced in a certain period are not lotteries for the reason that good judgment and a certain amount of information are necessary to enable any person to approximate the correct answer.

BUSINESS CHANGES, FIRES, Etc.

Alabama

Montgomery—W. A. May, cigars, etc, chattel mortgage, $733, part of purchase money.

District of Columbia

Washington—Geo. W. Taylor, cigars and tobacco; bill of sale to Hebel L. Thornton, $1,250.

Illinois.

Rockford—McGraham, Hogan & Read, cigars, succeeded by McGraham, Read & Smith.

Indiana

Marion—M. H. Baldwin, cigars, succeeded by Frank Beshore.

Maine.

Bangor—Robert B. Chaples, cigars, sold real estate, $1.

Presque Isle—Geo. E. Robinson, cigars and tobacco: mortgaged real estate, $500.

Michigan.

Detroit—White Eagle Tobacco Factory, Ignatz Wolff, proprietor, damaged by fire, insurance partial.

New York.

Binghamton—Smith-Wilson Co., cigar manufacturers, succeeded by N. V. Harkins.

Syracuse—B. Simon & Co., cigar manufacturers, petition in bankruptcy.

Ohio.

Farmersville—Farmersville Leaf Tobacco Co., damaged by fire, reported insurance.

Oregon

Gervais—W. L. Horrell, cigars, discontinued.

Pennsylvania.

Dunmore—Peter Frank, cigar manufacturer, real estate mortgage, $300.

Rhode Island.

Providence—Samuel C. Smith, Jr., wholesale cigars, voluntary bankruptcy.

Virginia

Farmville—R. S. Paulett, of R. S. Paulett & Son, leaf tobacco, dead.

Lynchburg—Cunningham & Co., leaf tobacco, dissolved.

PATENTS RELATING to TOBACCO, Etc.

711,250 Cigar; Edward A. Kline, New York, N. Y.

711,171 Combined cigar tip cutter and lighter; Frederick L. Miller, Des Moines, Iowa.

711,334 Tobacco stemmer; John O. Morris, Richmond, assignor of three-fifths to M. Moore, Danville, Va.

JACOB G. SHIRK,
40 W. Orange St., Lancaster, Pa.
Wholesale Manufacturer Jobber
Plug and Smoking Tobaccos and Cigarettes
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS
VIRGINIA · PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

JUST SAMPLED and READY FOR SALE,

Six Thousand Cases

1901 Pennsylvania,

and

Four Thousand Cases

1901 ZIMMER, GEBHARD and DUTCH

The Best Packing we have Ever Put Up.

S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

DUNORO
HAVANA
CIGARS
T. J. Dunn & Co. Makers. Phila.

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 44. PHILADELPHIA, OCTOBER 29, 1902 TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

The New Remedios, Santa Clara and Manicaragua are said to be the poorest grown in years.

OLD HAVANA

At Present Prices

Is a Good Purchase.

We have a large stock of Desirable Goods to offer.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

HAVANA LEAF TOBACCO.

...FINE...

VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and SANTA CLARA TOBACCO.

TRADE MARK LA UNICA

F. MIRANDA & CO.,

IMPORTERS,

222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XLIV.—THE BLEST TOBACCO BOYS.

By JAMES M. CONGALTON, of C C. Hamilton & Co.

God, under whatever name worshipped, has always been good to those who love tobacco; or do I think so, because I myself love it and see everything through a nicotian mist? Who shall measure the Immeasurable? Who shall describe the Ineffable? Who place bounds upon the Infinite? Yet these tasks tempt me. Immeasurable are the mounds of ashes, the clouds of smoke, resulting from but one way of consuming tobacco. Ineffable is the bliss of the contented user of the herb divine. Infinite his capacity for enjoying it, and this immeasurability, ineffability, infinity, being human, may be measured, described, and have its limits defined.

Suppose we take one tiny speck of earth—a Cuban tobacco plantation—and view it from afar. Its acres may be measured with a line and compass in an hour, or less; the sensations of the planter as he smokes his morning, his afternoon or his evening cigarro, are visible in his face, so visible that even an indifferent painter might do them justice; the hands and mouths into which the cigars made from his tobacco are certain to go are not as numerous as the sands of the sea, but, calculable though they be, it will take an infinity of inhalations and exhalations of breath to consume the last morsel of all of them.

Or, take a still smaller spot, a specklet on the Sahara desert, upon which some pilgrim bound for Mecca has paused beside his panting camel to smoke his cigarette, or mayhap the chibouque he has brought with him. The immeasurable firmament above him, the ineffable glory of the sun, the infinity of sand on every side of him, think you that his contemplative brain fears to grapple with these big words that, meaning so very much, impress minds not used to soaring upon clouds of tobacco smoke, as being without meaning?

Or, to come much nearer home; here is a youth in yachting clothes, lying supine on the deck of his vessel, puffing his evening pipe. He is gazing upward into the immeasurable, the ineffable, the infinite blue. He is a smoker, and masculine is his mind. The cool breezes that made him button his coat, the lapping waves that kiss the sides of his boat

MR. JAMES M. CONGALTON.

—(waves haven't much judgment in matters osculatory, have they?); the silence that settles down upon him with the deepening of the dusk —think you this blest tobacco boy is more callous to the solace his pipe brings him than was the Cuban with his cigar, or the Arab with his cigarette or chibouque? Place, time, ritual—these may differ, but the charm that heaven sent tobacco exerts is always the same and ever all-powerful. The secret of the spell—the chemical secret—was searched out by learned men over two hundred years ago in Germany, in France, in Italy, in England, and, in America. On that subject there is nothing more to be discovered. But the calm tobacco brings to the spirit, the gentle stimulus to the mind, the aid to the gastric juices—on these topics, I think, men will go on writing forever, and each better than the other, because, first, the art of expression in written or in printed words is always being improved and enlarged, and because, in the second place, those who cater to the tastes of tobacco users are irrevocably bent upon bettering their product. This betterment is uniformly in the direction of a tempered mildness, a mildness that is as far from tastelessness as vigor is from feebleness. It is not well to contend with those who allege that tobacco is a poison, a virulent poison, for they are right, but we who love it and have given our lives to its service know that it is a poison which is its own antidote. If this were not so all the jokes one reads in one's comic weekly about the victims of tobacco would be so many genuine obituaries, most sad and depressing to the reader. Yorick was ever an honest lad. 'Tis well his jests flow from a spirit enlightened by mild and ever milder tobacco.

What is the aim of those enterprising gentlemen in New England, in Pennsylvania, in Florida, in Porto Rico, in Cuba, who are bringing their tobacco to maturity under the shelter of tents, but to produce a something that shall yet more satisfactorily meet the need of those lovers of the cigar who insist upon a delicate flavor? Of course, they seek to produce handsome wrappers, but in cigars, as we all well know, beauty of appearance is most apt to go with refinement of body. It is matter for great thankfulness that these experiments have already been so successful as to justify us in asking where are the heavy cigars, and also the heavy pipe tobaccos, our grandfathers smoked in the thirties, the forties, the fifties? And we may go further, and ask what has become of the black plug, the dosed fine cut, of those same decades? Where is the snuff that once upon a time was said to kill those who took it into their noses?

All, all are gone, gone with the lack of knowledge that was responsible for them.

We of the nineteenth and twentieth centuries know vastly more about tobacco than was known in the eighteenth, or the seventeenth. We burn incense to our god, but we keep him well in hand. He is our master, but he knows our numbers and our strength, and he respects them. He also takes a fatherly interest in our studies of himself, and year after year turns to us an ever kindlier facet of his manysided brilliance, so that every year our task to give to a high-strung world a milder and a better cigar or cigarette, a more toothsome plug, or a more delicate snuff, becomes easier and the result more pleasing.

Next Week.—Chapter XLV:—No Kin to Bacchus, by Joseph Kraus.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia.

FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ARRIBA Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
D&T
107 Arch St. PHILADA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
232 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

H. Dolinsky & Son
IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra Tobacco
S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN HAVANA SUMATRA TOBACCO
122 NORTH 3rd ST.
K. STRAUS
A. LOEB
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA AND SUMATRA SEED LEAF TOBACCO
PHILADELPHIA
427-429 N. ELEVENTH ST.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

IMPORTERS of
Young & Newman, Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM,
No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

THE TOBACCO WORLD

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OCTOBER 29, 1902.

Cigars for all the World.

It has long been the dream and the ambition of American cigar manufacturers to make the world their market. The scheme, in times past, has engaged the attention of such bright and energetic men as Eugene Vallens, the late Michael Stachelberg, and others equally well known and equally enterprising, yet nothing has ever come of it. This is not altogether because the law governing the manufacture of cigars for export is cumbersome and involved with ambiguities, although such are the facts as to the law, but the indisposition of American manufacturers to invest capital largely in an undertaking that they felt to be what insurance people call "extra hazardons" had most to do with their backwardness in making the plunge.

There is not only no reason why the United States should not manufacture cigars for all the world, but, on the contrary, there is every reason why they should. Not only is the manufacture of cigars, in all its details best understood in the United States, but labor is abundant and easily trained here. American manufacturers use cigar leaf not only with more economy than others, but also with an ultra refined judgment that is the despair of others.

The remarkable growth in the annual production of cigars in the United States during the past five years makes clear that the people of this country are being educated into so many devotees of the cigar as against the cigarette and the pipe, and the most glorious thing about it all is that our producing capacity keeps pace with the extraordinary demand. We are making cigars now at the rate of 7,000,000,000 a year. There is no reason to fear that we cannot make twice and thrice that quantity, provided we can create a demand for cigars in other countries whose smokers are at present addicted to cigarettes and pipes. The cigar is, after all, the best smoke in the sense that it is more satisfying to healthy men, more sightly, and more becoming. Germany and Austria, it is true, could make a large enough quantity of cigars to supply their own people and also those of other European countries, but the cigar manufacturers of Germany and the regie of Austria do not know nearly as much about cigar leaf tobacco as the American manufacturers know. Those Americans who have smoked cigars in Germany and Austria, or have procured them from stewards of German passenger ships, will agree enthusiastically with this statement. The Germans and Austrians use a vast quantity of Mexican and Brazilian, as well as German, Hungarian and Galician leaf, in their cigars, but mighty little Vuelta or Partido or Remedios, and scarcely any of the finer types of Ohio, Wisconsin, New York State, or New England. American manufacturers, on the contrary, not only utilize all these types—they blend them, or some of them, with the finest judgment, and out of a given quantity of tobacco can turn out more cigars then any other manufacturers on earth. Those who are posted say, for instance, that a competent American cigar manufacturer will get 4,500 cigars out of a mixed bale of Vueltas, whereas the best that a Cuban can do is to get 3,000 ont of a like bale.

A leaf importer who is in thorough sympathy with all of the foregoing, and who, in former years, was both a cigar manufacturer and a cigar salesman, says that the one great obstacle in the way of the American who would manufacture cigars for export is the tariff.

"The tariff on leaf tobacco and on cigars," he says, "is the one tariff which in my judgment, has not helped the American cigar manufacturer. Our clear Havana cigar industry would have been larger than it is to-day if there had been no duty on cigars. With the abundance of labor at our command, and our thorough knowledge of how to make cigars more economically

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

L. G. Haeussermann
Importer, Packer and Dealer in Leaf Tobacco
No. 23 North Third Street
Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
WHOLESALE AND RETAIL.
B. Liberman, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

LIPSCHUTZ'S "44" Cigar
The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

GRAULEY'S **Golden Rule** 5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Pent's **TAHOMA** FIVE CENT CIGARS
PENT BROTHERS, Manufacturers, PHILADELPHIA.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S **Cinco** Philadelphia. Cigars

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

From where the antlered monarch of the waste in fair Wyoming, rears his lofty head, to the briny waters of the Atlantic the

Wyoming Elk Cigar

has its devotees, than whom there are none more fastidious.

GUMPERT'S **MANETO**
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Penn Cigar Company,
723 Chestnut St. Reading, Pa.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

B. F. ABEL, Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

than the Cubans, who, besides, are always hampered by the difficulty of getting enough cigarmakers, we could make cigars for the entire world, and I, for one, entertain a very lively hope that the duty will be removed or greatly lessened very soon, perhaps by the next Congress "

Box Stuffing in Manila.

The following interesting box story is from the Manila Weekly American of August 29, last:

Hospital Steward A. Anderson, U. S. Army, was arrested at the First Reserve Hospital yesterday morning by detectives from the Parian Street police station, and locked in a cell at that station. He is charged with fraud. Anderson is accused of working one of the smoothest games of graft that Manila has gone against for a long, long time, and when the fact is considered that Manila is a town where there seems plenty of opportunity, it will be realized that Steward Anderson has been working some thing real slick.

Several weeks ago Captain Ward P. Shattuck, of the Police Department, on one of his rounds of inspection, noticed a box of cigars in a native tienda, that did not look right. He examined the box carefully and decided that someone had filled an empty Germinal cigar box with an inferior grade of tobacco. He said nothing, but began a quiet investigation. He found that the city was being flooded with low grade cigars, put up in boxes bearing the labels and trade-marks of the Germinal, Insular, Alambra, and other well known factories. He then began a search for the person or persons who were putting these bogus goods on the market. Several Chino peddlers were arrested. All of them claimed that they got the goods from a man who ran a shop near the First Reserve Hospital. Further investigation brought out the fact that this shop was located near Calle San Marcelino, in Paco. A watch was put upon the place, and it was found that about twenty workmen were kept busy making the cigars. They were being sold by the thousands to Chinos, natives, hotels, clubs and cafes.

On yesterday Captain Shattuck decided that he had enough evidence against Anderson to warrant him making an arrest. He ordered Anderson arrested, and the officers found their man at the First Reserve Hospital. At first Anderson denied knowing anything about the cigar business. He even said that he was not a soldier, but simply an attache at the hospital. He soon weakened, and while he did not talk freely, he said that he had the workmen busy making the cigars to be sold to patients in the hospital only, and that he had put the product of his shop in all sorts of boxes simply to save the expense of purchasing new boxes. He said that he did not know it was necessary to use new boxes, but he failed to explain why he had a lot of counterfeit revenue stamps in his possession, and why every box of the confiscated cigars bore these stamps.

When Captain Shattuck's men swooped down on the counterfeit cigar factory they found several hundred boxes of cigars, and an immense quantity of tobacco leaf and fillers. Everything was wrapped up in government shelter tents. These tents were marked "Company F, 9th Infantry." Anderson was asked how he came in possession of these tents. He said that they had been condemned. He was unable to show the officers the "I. C." mark of the Inspector General's Department, and he will also have a hard time in explaining what business he had with government property, even if it had been condemned.

Captain Shattuck sent for representatives of the leading cigar factories yesterday to come to Parian station to examine the confiscated property. Senor L. M. Heras, of the Germinal factory, and Dr. Recardo Pano, of La Insular factory, stated that the tobacco was of the very poorest quality that could be purchased, and that many of the boxes in which the cigars were contained had originally come from their factories.

Anderson will be arraigned before Judge Odling this morning, charged with fraud. A complaint was filed against him yesterday afternoon by Assistant Prosecuting Attorney H. D. Gale.

PATENTS RELATING to TOBACCO, Etc.

711,691 Smoking pipe; Robert N. Barger, Hopedale, Ill.

711,924 Obtaining tobacco-extract and nicotin; Christian F. Gloystein, Henderson, Ky.

711,639 Device for forming continuous rolls of tobacco; Ernst Merkert, Kertzdorf, near Lauban, Germany.

711,673 Gage for measuring and cutting cigars; David Palmgren, Brooklyn, assignor to L. Lewisheim, New York city.

711,882 Machine for forming and applying tags on plug tobacco; Herman D. Seekamp and A. H. Hampe, assignors to W. F. Little, and said Seekamp, St. Louis, Mo.

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & Co.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110
NEW YORK OFFICE: 168 Water St HAVANA.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

The Tobacco Parliament.

STOCKTON, CAL., October 16, 1902

DEAR MEDICINE MAN:

Was there ever really a tobacco parliament? STUDIOSUS.

Answer

The tobacco Parliament concerning which my correspondent asks was the so called Tabaks Collegium

Friedrich Wilhelm I. of Prussia. It was a sort of smoking club, "affording him," says Carlyle, "in a rough, natural way, the uses of a Parliament—a Parliament reduced to its simplest expression, and instead of parliamentary eloquence, provided with Dutch clay pipes and tobacco." Tabagies were not uncommon among German sovereigns of that epoch. George I., at Hanover, had his smoking-room, and select smoking party on an evening, and even in London smoked nightly, wetting his royal throat with thin beer. Friedrich Wilhelm was a man of habitudes; his evening Tabagie became a law of nature to him, and finding that it would serve in such a capacity, he turned it into a political institution. A smoking-room, with wooden furniture, was set apart in each of his Majesty's royal palaces, for this evening service, and became the Tabagie of his Majesty. Carlyle has described in his picturesque manner, "a high large room, contented saturnine human figures, a dozen or so of them, sitting around a large long table, furnished for the occasion, long Dutch pipes in the mouth of each man, supplies of knaster easily accessible, small pan of burning peat, in the Dutch fashion is at your left hand; at your right a jug, which I find to consist of excellent thin bitter beer. Other costlier materials for drinking, if you want such, are not beyond reach. On side-tables stand wholesome cold meats, royal rounds of beef not wanting, with bread thinly sliced and buttered; in a rustic, but neat and abundant way, such innocent accommodations, narcotic or nutritious, gaseous, fluid and solid, as human nature, bent on contemplation and an evening lounge, can require. Perfect equality is to be the rule, no rising, or notice taken, when anybody enters or leaves Let the entering man take his place and pipe, without obligatory remarks; if he cannot smoke, which is Seekendorf's case for instance, let him at least affect to do so, and not ruffle the established stream of things. And so, Puff, slowly Puff!" Sometimes in this large room, and oftener in the open air on the steps of a fountain, the smoking session was held. Seated, canvas screened, the King smoked there with select friends, and chatted discursively till bedtime.

***

Casanova's Discovery.

The Lenox Library, New York, Oct. 25.

DEAR MEDICINE MAN:

What writer was it who first said that no one enjoyed a smoke in the dark? LEROY COMINS.

Answer

Casanova.

***

Pope Urban's Bull Against Tobacco.

Following is an answer to a question by a St. John's College boy. In 1642, Pope Urban VIII. promulgated the following Bull:

"Our temples, by virtue of the divine sacrifice which is celebrated in them, are called houses of prayer; they must therefore be held in the greatest respect. Having received from God the sure keeping of all the churches in the Catholic world, it is our duty to banish every profane and indecent act from these churches. We have recently learned that the bad habit of taking the herb commonly called tobacco, by the mouth or nose, has spread to such a degree in some dioceses that persons of both sexes, even the priests and clerks, both secular and regular, forgetting that decorum which is due to their rank, take tobacco everywhere, principally in the churches of the town and diocese of Seville; nay, even—and we blush for very shame—whilst celebrating the most holy sacrifice of the mass. They soil the sacred linen with the disgusting humours provoked by tobacco, they poison our temples with a repulsive odour, to the great scandal of their brethren who persevere in well doing, nor do they seem to dread their want of respect for all sacred objects.

"Thus it is that being wishful, and in our anxiety to remove so scandalous an abuse from the temples of God, by virtue of our Apostolic authority and by the tenor of these presents, we interdict and forbid all generally and each one in particular, persons of either sex, seculars, ecclesiastics, every religious order, and all those forming a portion of any religious institution whatsoever to take tobacco in the future in the porches or interiors of the churches, whether by chewing, smoking or inhaling it in the form of powder, in short to use it in any shape or form whatsoever. If any one contravene these provisions, let him be excommunicated." THE MEDICINE MAN.

As to Mr. Ottenberg's Paper.

The paper on cigar manufactory bookkeeping, by Mr. Henry N. Ottenberg, which is published in this issue of The Tobacco World, is admirably clear. At the same time, those who study it with the purpose of rounding out their knowledge of the subject, are counseled to do so with the open internal revenue books before them. In this way they will the more certainly and readily master the subject.

Universal Tobacco Co's. Call

Would Like a Concerted Plan of Action Against the Trust.

The following call is being sent out to cigar manufacturers all over the United States by the Universal Tobacco Co:

NEW YORK, Oct. 23, 1902.

Dear Sir:—We believe it to be for the best interests of the independent manufacturers of the United States to have some concerted plan of action for protection of their business against the methods of the Tobacco Trust.

There is no question in our minds, and we believe there is none in yours, but that with fair competition the business of every independent manufacturer would increase enormously.

We believe, and have been assured by our attorneys, that there is no question that if the restrictions and methods used to prevent jobbers and retailers from using independent goods are exposed and prosecuted in court or presented to the legislatures of the various States fair competition can be assured.

Believing this, and in order to consider what is for the best interests of us all, would you please inform us if you would attend a convention to be called for some central point (Chicago is suggested, but this will be determined by the majority of the manufacturers) and if you would consent to have your name, with ours and others, attached to such a call.

Yours very truly,
UNIVERSAL TOBACCO COMPANY.

554,312,170.

If the production of cigars during next December is 75,000,000 more than the production in December, 1901, then the total production in December, 1902, should be something like 554,312,170, which is just what those who will send in estimates of the December, 1902, production under the Florodora Tag Company's prize offer want to know. The increase in cigar production each month for the past four months has been at the rate of 75,000,000 over the production during the same months in 1901.

New American Cigar Co. Factories.

The American Cigar Co. has recently opened cigar factories at the following named places: Petersburg, Va., Greensboro, N. C., Lynchburg, Va., Evansville, Ind., and Newark, N. J.

The company is now said to be manufacturing cigars at the rate of 1,200,000,000 a year.

I. J. Schoener & Co's Prosperous Year.

The present has been the most prosperous year in the history of the hustling and popular leaf firm of I. J. Schoener & Co., of New York. Mr. Jacoby, the junior member of the firm, attributes it all to the fact that the firm has had a large and varied stock of excellent leaf to offer to its trade, and it has spared no efforts to reach and to please its customers.

I. J. Schoener is at present making a trip through New York State, while M. Bauml is calling on his many customers in Pennsylvania.

J. B. Cobb's Return.

J. B. Cobb, President of the American Cigar Co., returned from England on the Celtic on October 26. He was accompanied by his family.

A Pinkerton Snuff Story.

Robert Pinkerton tells a story of his father, the founder of the detective agency, which illustrates the elder Pinkerton's caution. A noted criminal was detained in Pinkerton's Chicago office. The elder Pinkerton left the room and when he returned took the precaution of holding a revolver in front of him ready for use.

He saw the criminal standing by the door with a snuff box he had picked up from Pinkerton's desk in his hand.

"This is very good snuff," affably remarked the crook, as he took a sniff.

"For the eyes or the nose?" asked Pinkerton, who knew that the crook had intended to blind him in an effort to escape.

"Well," remarked the criminal, "I'm sorry to say that the nose gets it this time."—New York Times.

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F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. **Habana.**
Cable: ZALEZGON.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

An Animated Market in Havana.

More animation has been noticeable in the market during the week ended October 18, and the volume of sales increased again, so that 6,000 bales were the result of the transactions completed, which could be approximately divided into one-third of Vuelta Abajo, one-third Partidos and one-third Remedios, the latter including new and old crops. As to countries, however, the United States again rank first, taking 50 per cent. more than Havana cigar and cigarette manufacturers and Europe combined, or say 3,600 bales, while Havana and Europe each took 1,200 bales. Prices remain very firm; good old Remedios are beginning to attract more attention and prime escojidas are willingly conceded liberal figures. It remains to be seen, whether the better feeling now existing will become more pronounced still with the advancing season.

The 1903 Crop.

There have been more reports of damage done by excessive rains from various sections of the Vuelta Abajo and Partido, and even if these reports be exaggerated to some extent there is no doubt that many of the plantings have been ruined by too much rain, and the fields need to be plowed over and replanted just as soon as the rains cease. To get at the exact extent of the losses suffered by the vegueros is extremely difficult, as the island of Cuba is not blessed with such a painstaking Agricultural Bureau as the United States possesses, and where the study of the growing harvests all over the country is carefully noted and put down in figures and compared with previous years, thus giving the commercial classes an opportunity to judge correctly of what may be coming, in advance of the actual harvest. The Agricultural Department publishes weekly reports in the Island of Cuba, since the Americans inaugurated the system, still the new department is yet in its infancy, and as the reports speak more in general terms it is not possible to form a reliable estimate beforehand. Besides, everything will depend upon the weather yet to come. If the heavy rains continue and should spread over all sections more damage is sure to follow, while on the other hand cooler and dry weather would materially help to mature the uninjured fields and enable the vegueros to get actively to work and transplant or re-plant what needs to be done. Luckily so far the seedlings in the hills have suffered less, and they are said to be still plentiful and prices are ruling moderately low, therefore this helps to mitigate the evil done to some extent, and as all plants set out before middle of November may produce a temprano crop, there is yet time to spare.

Arrivals in Havana.

Don Bruno Diaz returned to his Havana residence after his short trip to New York. From Chicago two cigar manufacturers, M. Wengler, of Wengler & Mendel, and B. Spector, of Spector Bros., have arrived. From New York Don Ricardo A. Bachia, of "Ruy Lopez" fame, and E. P. Cordero.

Departures.

Mortimer Regensburg, Gabriel Balbin, Ferdinand Oppenheimer, Avelino Pazos, Alfredo Ettlinger, and Joseph Mendlesohn returned to their New York homes, while W. S. Lightbourne left for Key West, and Wm. Taussig, E. Wedeles and W. H. R. Crump were bound for Chicago. Don Jose Suarez, "El Mocho," sailed on the French liner La Navarre for Spain, to take a needed rest and recreation from his arduous duties this past summer.

Obituary

The sudden death of Don Segundo Alvarez, ex-Mayor of Havana, and President of various Spanish societies, as well as an almacenista in leaf tobacco under the firm name of Segundo Alvarez & Co., has been universally deplored. There never has been in Havana a larger funeral of a private citizen, thus showing the universal esteem in which he was held. His sons, who own the cigar factory of Segundo Alvarez & Co., with their well-known brands of Flor El Todo and Lord Beaconsfield, will also continue the leaf business of their late father.

Havana Cigar Factories.

The Henry Clay and Bock & Co. Ltd. claims to have as many orders as it ever had before at this time of the year, and most factories report an equally gratifying state of affairs although a few are still hampered by the uncured condition of the leaf, which prevents them from working as much as they would like to, particularly as the humid atmosphere retarded instead of forwarding the condition of the new tobacco, and also kept the fillers for the cigarmakers in too moist a condition to be workable. The exports of cigars by the Mexico were only a trifle over 3,600,000. H. Upmann & Co.

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on
During the Month of December, 1902?
(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3 00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest		$5,000 00 in cash
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00 "
To the	5 persons whose estimates are next closest	($1,000.00 each)	5,000.00 "
To the	10 persons whose estimates are next closest	($500.00 each)	5,000 00 "
To the	20 persons whose estimates are next closest	($250 00 each)	5,000.00 "
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00 "
To the	50 persons whose estimates are next closest	($50 00 each)	2,500.00 "
To the	100 persons whose estimates are next closest	($25 00 each)	2,500.00 "
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00 "
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00 "
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75,000.00 "
	35,213		
	35,213 persons		$142,500.00

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates
(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 tax per M., for which stamps were purchased, appears below:

In December, 1900—467,092,208					In June, 1902—523,151,476
In December, 1901—479,312,170	In February, 1902—445,495,483		In April, 1902—516,835,163		In July, 1902—571,814,243
In January, 1902—496,983,717	In March, 1902—516,599,027		In May, 1902—523,035,907		In Aug., 1902—565,974,550

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.
Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
PHILADELPHIA OFFICE, 873 BOURSE BLDG. M. S. SPRINGER, Mgr.
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SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

alone shipped one third of this quantity, chiefly to Germany. H. de Cabanas y Carvajal purchased another small vega of Vuelta Abajo of one hundred and odd bales, of exceptionally fine quality. This company, in order to protect its brands and insure the consumer's getting the legitimate article, has now established the rule to put a ring upon each cigar before it leaves the factory. Romeo y Julieta, Ramon Allones, and La Cruz Roja are having plenty of orders, and High Life is working steadily with full hands. La Flor de Partagas is also rapidly regaining its old reputation of being an excellent smoke. Don Carlos Behrens says that the cigars made out of the famous vega of San Juan y Martinez, La Damiana, and which they had packed for their factory, are giving universal satisfaction and orders are pouring in for them.

Mortimer Regensburg, just previous to his departure, purchased some 246 bales of Vuelta Abajo, extra fine fillers, and 176 bales of Partido wrappers. Don Gabriel Balbin purchased 100 bales more of a choice Vuelta Abajo factory vega.

B. Spector, of Spector Bros., Chicago, just arrived, makes the statement that his intention is to purchase largely of this year's crop, naturally selecting only the best leaf grown in the Vuelta Abajo and Partido districts, in order to keep up the ever increasing demand for his clear Havana cigars, which he is determined shall be maintained in the future. As Don Leslie Pantin is doing his business in Havana, there is no doubt that Mr. Spector will be able to find what he is looking for in the Havana market.

Doings of Havana Commission Merchants and Leaf Dealers During Week Ending Oct. 18.

Manuel Menendez Parra has shipped by the steamer Ciudad de Cadiz 1,748 bales of leaf tobacco, of various classes and growths, to the Spanish contractors.

J. F. Brendes & Co. purchased 400 bales of Partido for the Austrian regie.

Leslie Pantin shipped 150,000 cigars to the United States and London.

Cano y Hno. still have about 2,000 bales to make in their Alquizar escojida, therefore it may not finish until December 15, but as this quantity has all been sold or contracted for, not a bale of it can be sold to any intending new buyers, although they have some of their Vuelta Abajo packing to offer yet.

Sutter Bros. have done a big business both in buying and selling.

Jorge, P. Castaneda & Co. report no sales this past week but they are preparing themselves for showing what is still coming from their three escojidas of San Antonio de los Banos, and they only regret that their packings are nearing their termination.

Aixala & Co. report 500 bales Partido and 100 bales Remedios as sold.

Jose Menendez closed out 100 bales of Partido fillers.

Sanchez & Cueto disposed of 350 bales of Vuelta Abajo colas to factories in Havana.

Sobrinos de Antero Gonzalez made the boss sales by reporting 800 bales of old Remedios and 600 bales of Vuelta Abajo and Partido factory vegas and fillers.

Remigio Lopez & Co. sold 350 bales of Vuelta Abajo fillers.

G. Salomon y Hnos. turned over 200 bales of Partido and old Remedios.

Jose Santalla & Co. sold 100 bales of their fine Vuelta Abajo packing as a sample order.

Walter Himml disposed of 100 bales of new Remedios, second capaduras and Vuelta Abajo fillers, as sample orders, and upon which larger transactions may follow.

Garcia & Co.—Don Manuel having gone to the country with one of the firm's customers, no sales can be reported until his return.

Arrivals of Tobacco in Havana.

	Week ending Oct. 18. bales	Since Jan. 1 bales
Vuelta Abajo	4,922	150,301
Semi Vuelta	595	9,706
Partidos	1,905	52,042
Santa Clara and Remedios	3,600	100,790
Total	11,022	312,839

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

MR. HENRY N. OTTENBURG,
Who delivered an address on Internal Revenue Accounting in the Cigar Business, before the New York Society of Accountants. (See page 24).

One Hundred New York Retailers Declare War.

WHEREAS, A corporation doing business as retail cigar dealers has adopted methods which threaten to drive the individual dealer out of business, and

WHEREAS, with the backing of the American Tobacco Company, one of the strongest constituents of the Tobacco Trust, this corporation seeks to obtain control of desirable locations, offering for leases much more than the individual dealer who has built up a profitable trade can afford, and

WHEREAS, failing in this, it is the plan of this corporation to lease a store next door to the individual dealer, and, by offering inferior goods at a low price, deprive him of his patrons and thus ruin his business, therefore be it

RESOLVED, that the retail dealers of this city indignantly denounce the underhand practices of this corporation whose only object is to destroy competition and to force its trust's goods on the public, and further be it

RESOLVED, that the chairman appoint a committee of ten, of which he shall be ex-officio a member, to devise means to battle against this corporation whose success in this and other cities means the loss of a livelihood to tens of thousands of individual dealers all over the country.

The foregoing set of resolutions, aimed at the United Cigar Stores Company, was adopted at a mass-meeting of retail cigar dealers of Greater New York, held in the theatre of Bohemian Hall, 73d street, between Second and First avenues, on the evening of October 24. The committee of ten appointed by the chairman consists of Julius Kamsler, T. J. Donigan, Bernard Kreiser, Isidore Ashner, S. C. Marum, Julius Blankenstein, Herman Weiss, Louis Stream, Julius Bernheimer and J. Liebman.

At 9 o'clock, when the meeting was called to order by R. E. Lane, every seat was occupied. The theatre will seat about 300 people. Fully 250 of those present were retail cigar dealers of New York city and Brooklyn. Besides these, a delegation from the New York Leaf Tobacco Board of Trade, namely Abraham Bijur, Ferdinand Cranz

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I. M JACOBY.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. **No. 163 Water Street,**
Telephone, 4027 John. **NEW YORK.**

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182. 186. 188 and 257 Pearl street
Principal Office: 182. Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis.: A. H. Clarke.

The Thos. L. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co Corning, N. Y.: W. C. Sleight.

and Sidney Koenig, and a number of cigar and cigarette manufacturers, and representatives of smoking and chewing tobacco manufacturing concerns attended. There were present also a representative of the Cigarmakers' International Union and the Secretary of the National Association of Liquor Dealers.

Sidney J. Freeman, Secretary of the Union Cigar Manufacturers' Association, was the moving spirit in getting up the mass meeting and was made permanent chairman and, later in the evening was elected President of the Association. The other officers are L. Blumgart, Vice President; Ernest Poppelau, Secretary; Julius Blankenstein, Treasurer; and Jos. Prowler, Financial Secretary.

In his opening address Chairman Freeman painted a gloomy picture of the future if the trust, which he called a monster and an octopus and several other things had its way.

SIDNEY J. FREEMAN,
President of the Retail Cigar Dealers' Association, of Greater New York.

Ferdinand Cranz, invited to the platform as the representative of the New York Leaf Tobacco Board of Trade, addressed the meeting in German. He promised the hearty co operation of the Leaf Board and announced that a company would probably be formed to manufacture plug tobacco and cigarettes—the two articles from the manufacture and sale of which the trust is said to make most of the millions it is said to be losing on its cigars—and that the new independent company's plug and cigarettes would be sold to retailers at so low a price that it would pay them to handle these in preference to the trust brands. Mr. Cranz evoked vociferour applause when he said that "since it is the plan of the trust to rule or to ruin it was the duty of the retailers to unite and to fight." He promised that the leaf trade would see that the "mazumma" would be forthcoming if the retailers would do their share of the fighting.

Mr. Abraham Bijur told the meeting that if any retailer threatened by emissaries of the trust would bring proofs of attempted coercion to the National Cigar Leaf Tobacco Association the Association would do the rest.

Neill McCoull, a manufacturer of Egyptian cigarettes, E. D. Klein, of the well-known cigar manufacturing firm of E. M. Schwarz & Co., Julius Blankenstein, of 30 Vesey street, New York city's oldest retailer, Mr. Brown, of the Cigarmakers' International Union, Lothair Smith, proprietor of what he himself described as a "hole in the wall cigar store" at 61 Beekman street, T. E. Dolan, Secretary of the National Association of Liquor Dealers, and others addressed the meeting.

One of the volunteer secretaries of the meeting told the Tobacco World reporter that altogether "about one hundred" of the retailers present had enrolled themselves as members of the new Association.

Much was said by some of the speakers of the spread of the reported revolt of the retailers of Chicago.

A citizen of European birth who was present at the meeting called the attention of the people seated on either side of him to the fact that the drop curtain of the little Bohemian Hall theatre depicted an almsgiving incident in life of the famously charitable St. Elizabeth, Queen of Hungary, and asked whimsically who would bestow alms upon the retailers if the "worst comes to the worst."

Tennyson's Pipe.

Everybody knows that Tennyson was a great smoker, We notice that one of his pipes is figured in the October Connoisseur. The pipe was presented by the housekeeper at his home at Freshwater to Mr. Kelsey of Yarmouth, in 1875. There is a tradition that when the poet had smoked a clay once he put it on one side and took a new one. This is scarcely borne out by the pipe in question, which from its color must have been smoked not once but many times. It was bought for a trifle not long since at a sale in the Isle of Wight by Mr. Spencer of New Oxford street. It has suffered in the wars, having been broken across the stem. It is now enshrined in a glass case.—Westminster Gazette.

STATISTICS SHOW
A. COHN & CO.
import the largest quantity of Sumatra Tobacco
CONSEQUENTLY
THE MOST COMPLETE LINE
CONSEQUENTLY
THE SUMATRA HOUSE
Prices always reasonable. Write for samples to
A. Cohn & Co., 142 Water St., New York

Latest News from York, Pa.

York, Pa.. Oct. 27, 1902.

In leaf tobacco circles the past week has been one of moderate trade. No very large sales were reported, but a number of lesser transactions were put on record, the whole summing up an average volume of trade. One of the largest transactions during the week was consummated by R. D. Zech, buying agent for S. L. Johns, who received 55,000 pounds of leaf tobacco at York and Muddy Creek Forks. The tobacco was grown in York county and is pronounced to be of fine quality. Mr. Zech is now engaged in packing, and in a few days will ship 340 cases to a western firm. S. L. Johns, the largest packer of leaf tobacco in this section of the country, has just sampled and has ready for sale 6,000 cases of 1901 Pennsylvania leaf and 4.000 cases Zimmer, Gebhard and Dutch leaf

The 1902 tobacco is curing up to the expectations of the growers. Much of the early harvested will be ready to strip soon. Those engaged in examining the crop think the movement will be rapid when the market opens and that prices will be satisfactory. Reports from Winterstown are to the effect that nearly all of this season's crop has already been sold at a fair price.

Never in the history of the cigar making business in York county has trade been so brisk as at present. Orders for cigars are so numerous in the various factories throughout the county that they cannot be filled as rapidly as desired. All the large factories in this city are working full-handed and would put on extra cigarmakers if they could get them. In Dallastown and Red Lion most of the manufacturers have resorted to night work in order to keep pace with the demands, and a few of them have raised the prices per hundred for making cigars, in order to induce the cigarmakers to work faster.

One of the largest shipments of cigar molds and bunching machines ever made in this section was filled last week by the Winget Machine Company, of this city. The order was from the Keystone Cheroot Company, of Hanover, and included 1,000 cigar molds and the new Keystone power bunchers.

The Secretary of the Commonwealth has granted a charter to the Weaver Tobacco Company of this city. The firm is composed of Catharine I Weaver, Jacob E. Weaver and J. George Schneider, all residents of York. The capitalization of the company is $1,000. Mr. Schneider is treasurer. The purpose of the company is the manufacturing of smoking and chewing tobacco and any other article of commerce in which tobacco is the chief element. The firm will have its plant in the Steeck Building. North George street. The machinery is now being installed.

The cheroot factory recently established at Gettysburg by the Keystone Cheroot Company, of Hanover, has been closed, and the machinery taken apart and shipped to Hanover, where it has been erected in the old shoe factory building. The Gettysburg factory was discontinued because the company could not secure hands enough to keep the plant in operation. The new factory in Hanover has started operations with 100 employes.

Miller & Mitzel, the East Prospect street cigar manufacturers, made a shipment one day last week of 125,000 cigars to a firm in the west. This house enjoys a large trade in that section of the country, and has many orders on its books.

The union and non union cigarmakers of Hanover held a meeting last Friday evening and took steps

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA
FABRICA DE TABACOS
LUIS MARX HABANA
SOL and LUIS MARX
Gervasio 144-146, Havana.

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

TIN
METAL
MUSLIN
GLASSOID
ALUMINUM

EUREKA SIGN WORKS
MAKERS OF
INDOOR Signs that Advertise OUTDOOR
114 Penn Street,
W. J. BAILEY, Manager. READING, PA.

CELLULOID
ENAMELOID
OIL CLOTH
NICKEL
CARDBOARD

Notice to the Trade.

ALL OUR GOODS are strictly "Union Made," and stand for home industry and honest wages They are also **The Best Goods Under the Sun**, because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

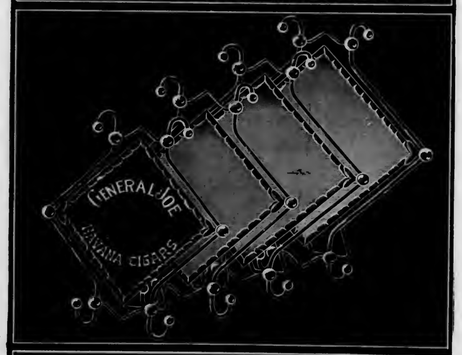
UNION BUTTS GOOD STUFF
Trade-Mark.

If you sell **PLAIN SCRAP GOODS**, we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.
READING, PA.

A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	5 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes, Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

toward organizing a cigarmakers' union. A committee consisting of William R. Heusuer, Harry W. Hawthorne, Truman H. Sheets, R. E. Van Fossen and Wilbur E. Haines, was appointed to confer with Union No. 3 6, of McSherrystown, to obtain consent to secure a charter. A number of the Hanover cigarmakers are members of the McSherrystown union.

A. Kohler & Co., of Dallastown, have remodeled their factory, which has a capacity for 75,000 cigars a day. More room was needed for the packers, and since the building has been remodeled they have lots of room. The office of the company is now located in the fore part of the building on the first floor. This firm is one of the busiest in York county and is turning out large quantities of high grade cigars.

H. F. Kohler & Co., of Nashville, manufacturers of the Happy Jim and other well-known brands of fine cigars, report that business is very brisk. This firm supplies the jobbing and wholesale trade and has many orders booked. The firm is in need of more cigarmakers.

Snyder & Ness, proprietors of the Keystone Cigar Box Factory at Yoe, are crowded with orders. The firm now has 17 persons employed daily.

Jacob H. Spotz is erecting a new cigar factory on Walnut street, Dallastown. His business is increasing so rapidly that he has entirely outgrown his old quarters. The new factory will be one of the largest in Dallastown and supplied with every convenience. Mr. Spotz contemplates, by next spring, to remove the old buildings and erect a handsome new residence on the corner.

Kraus & Co , of Baltimore, Md., are advertising for cigar packers. This firm is enjoying a large trade and has numerous orders booked for cigars.

Charles T. Seymour Dead.

Charles T. Seymour, of the well-known leaf brokerage firm of Seymour & Son, of 8 Burling Slip, New York, died at his home, 272 Manhattan avenue, New York, on October 24, aged 65 years.

The deceased gentleman was of English birth, and came to the United States in early manhood. He began his connection with the cigar leaf trade over thirty years ago, with the old firm of A. L. & C. L. Holt, and was afterward in business on his own account. In 1894 he formed a leaf brokerage partnership with his Son, Samuel Seymour.

Charles T. Seymour leaves behind him the record of a blameless life. He was an upright and a genial citizen. A summary of his recollections of the Havana leaf tobacco trade was published several weeks ago under the caption, "The Vueltas of Long Ago," and was widely read and greatly appreciated

David Dunlop Dead.

David Dunlop, the largest exporter of manufactured tobacco in the United States, and the wealthiest resident of Petersburg, Va., died on October 26. He was a son of the late David Dunlop, who came from Scotland, was born in Petersburg, and was 61 years old. He engaged in the manufacture of tobacco with the late D. B. Tennant, the firm being D. B. Tennant & Co. After the death of Mr. Tennant, Mr. Dunlop carried on the business. He was twice married. His first wife was Miss Kate Compton, of Lexington, Va., by whom he had one child, David Dunlop. His second wife was Miss Mollie Johnston, of Petersburg, who survives him with four daughters. He leaves an estate estimated to be worth in the neighborhood of $3,000,000.

PHILA. LEAF MARKET.

The leaf market during the past week has shown more activity than for several weeks previous.

There were considerable offerings of Wisconsin of both 1900 and 1901 crops, and several sales were consummated, aggregating a fair volume of trade.

Several lots of Connecticut 1901 and 1902 were sold. They were mostly of wrapper grades, in dark and medium colors, which were available for binder stock.

Sales of Pennsylvania Broadleaf and Zimmer make up the balance of the transactions.

The demand for binder stock is constantly growing.

Havana market conditions have been upon the whole quite satisfactory.

Trading in Sumatra tobaccos has been fairly active, but no large transactions have been reported.

EXPORTS—Liverpool 108 tons, 12 cases.

New York Leaf Market.

A satisfactory week.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

United Cigar Stores Co. Wins

Important Victory Over the Union Cigar Stores Co. in New Jersey.

Justice in New Jersey is famous, not only for the fairness with which it is administered, but also for the celerity with which the courts of that state do their work. In most states suits for infringement of trademark drag along to the despair of the aggrieved party, and sometimes languish away until the parties concerned are thoroughly tired out. In New Jersey, however, this class of litigation proceeds with the same business-like rapidity as does every other kind of lawing and going to law. A trademark infringement case in point is that of the United Cigar Stores Company, which has a New Jersey charter, against the "Union Cigar Stores Company," a corporation recently organized in the same state. On September 13, last, proceedings were instituted in the Court of Chancery of New Jersey, under the direction of Messrs. Platzek & Strook, of 320 Broadway, New York, attorneys for the United Cigar Stores Company, to restrain the "Union Cigar Stores Company," from using that name, on the ground that the same was a palpable infringement upon the rights of the United Cigar Stores Company. As a result of the action so brought a stipulation has already been filed in the office of the Clerk of the Court of Chancery at Trenton, that an injunction issue restraining the Union Cigar Stores Company and its attorneys and agents forever absolutely from further using the name "Union Cigar Stores Company."

Messrs. Platzek & Strook announced on October 22, that this result has been obtained, and that the United Cigar Stores Company will seek by proper proceedings to restrain all attemps "contrary to equity and good conscience" of all persons and corporations to assume names so similar to that of the United Cigar Stores Company (or of the U. C. S. Co., as it is familiarly known in the trade) which tend to mislead those who deal with such persons or corporations into the belief that they are dealing with the United Cigar Stores Company.

Leonard A. Cohn Back from Europe.

Leonard A. Cohn, who attended the fall Sumatra inscriptions in Holland for A. Cohn & Co , got back from Europe on the Kaiser Wilhelm der Grosse, on October 28.

THE LOCAL TRADE.

LIPSCHUTZ'S "44" BRANDED.

B. Lipschutz, the enterprising manufacturer of the "44" cigar, has put into operation several branding machines, and all cigars of that brand will hereafter be marked "B. L. 44." The factory output has been lately increased, and about 100,000 a week are now being made. An additional delivery wagon will also be put into service in about 10 days.

JOHN N. KOLB RETURNS.

John N. Kolb, of the Theobald & Oppenheimer Co., has just returned from Havana, after making purchases of Havana tobacco sufficient to run their factories for many months to come.

OVERFLOW ORDERS FOR CINCO

The various factories of Otto Eisenlohr & Bros. were never busier than at present. Orders are coming in thick and fast, and at nearly every factory they are anxious to secure more hands.

CIGAR DEPARTMENT AT GIMBEL'S.

Gimbel Bros. now admit that they will try a cigar department in a portion of the new structure just erected at Eighth and Marketstreets. They some time ago decided that they would take such a step.

The venture is the first of its kind in this city, and the result will be watched with much interest.

CHARLES P. MULLEN VISITS THE WEST.

Charles P. Mullen, President of the Manuel J. Portuondo Co., is visiting the western trade. An excellent business is reported by him.

ROEDEL CONVALESCENT.

W. K. Roedel, of the W. K. Roedel Co., has completely recovered from his recent attack of typhoid fever, and is again attending to business as usual.

JOHN H. BOLTZ IN HAVANA.

John H. Boltz, of Boltz, Clymer & Co., is at present in Havana, selecting a goodly supply of stock for their clear Havana line.

C C. ROSENBERG ALSO IN HAVANA

C. C. Rosenberg, of the El Provedo factory, is also in Havana, on a leaf buying expedition. The business during his absence is being efficiently looked after by H. N. Goldsmith.

JUST SAMPLED and READY FOR SALE,
Six Thousand Cases
1901 Pennsylvania,
and
Four Thousand Cases
1901 ZIMMER, GEBHARD and DUTCH
The Best Packing we have Ever Put Up.
S. L. JOHNS,
Packer of Leaf Tobacco, Office, McSherrystown, Pa.
WAREHOUSES:
Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of **Seed Leaf Tobacco** AND

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported **Leaf Tobacco**

YORK, PENNA.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA

123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

PRICE'S SPICY STORE CLOSED

The cigar store at 37 South Thirteenth street, which has had rather a curious career, has again been closed. H. S. Price, who was the last proprietor, found the venture not as satisfactory as he may have hoped for, and decided on this step Quite a little stir was created some time ago when the Goodwin sisters, of Boston, took possession of the premises, but after having it a short time they sold out to Mr. Price

VICENTE PORTUONDO ENTERTAINS MR. MILLS.

Vicente Portuondo has been entertaining D. A. Mills, their western representative, who spent several days at the factory headquarters here. A generally satisfactory condition of trade is reported by Mr. Mills, who spoke quite hopefully of tne prospects of the Portuondo products.

P. F. PIPPITONE LAUDS THE OPTIMO.

P. F. Pippitone, general traveling representative with A. Santaella & Co., of Chicago, was visiting his friends in the trade here recently, and had much good to say of the success of the Optimo brand. Increased efforts will be made in the further exploitation of these goods, in connection with which several window displays are promised.

K. STRAUS & CO'S REMOVAL.

By the end of this week K. Straus & Co. will have removed their stock to their new premises at Third and Vine streets. This work is being pushed forward with all possible speed.

HAEUSSERMANN'S IMPORTATIONS.

L. G. Haeussermann received last week on the steamer Canadia 22 bales of Sumatra tobacco, which he purchased at Rotterdam during his recent visit to Holland.

ADOLPH LOEB IN CONNECTICUT.

Adolph Loeb, of K. Straus & Co., is visiting the Connecticut leaf markets this week. He will return, however, by the end of the week to participate in the active preparations for his wedding, which is to take place on the 26th proximo.

HAVANA FOR JOE REITER.

Milton Herrold, secretary of the Loeb-Nunez Havana Co., has called our attention to the statement in these columns last week crediting five bales of Havana to J. W. Miller, which he said should have been for J. W. Reiter, of Cressman, Bucks Co., Pa.

LEOPOLD LOEB RETURNS.

Leopold Loeb, of the Loeb Nunez Havana Co., will return from a business trip to Havana by the end of this week.

A. HERZOG IMPROVING.

A Herzog, bookkeeper for F. Eckerson & Co., of this city, who was injured several weeks ago by being thrown off a horse, is improving steadily and it is now hoped that he will again be able to come to the office by next week.

NEW SALESMAN FOR F. ECKERSON & CO

F. Eckerson & Co. have engaged Mr. Rubin as salesman for their house. Mr. Rubin is pretty well acquainted with the trade in several sections of the country, and will doubtless make a valuable acquisition for the firm.

SALE OF WISCONSIN TOBACCO.

A good sale of 1901 Wisconsin tobacco was made several days ago by Lewis Bremer's Sons, to a cigar manufacturer out of the city.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

WANTED: By large Western Leaf Tobacco House an experienced and capable man to take charge of their country retail department. Give full experience and salary expected. Box 93, Care of The Tobacco World, Phila. 10-29

SUPERINTENDENT of long experience wishes position. Thoroughly acquainted with suction or hand work Best reference furnished. Address, Box 94, Care of The Tobacco World, Phila.

FOR SALE —Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE—At Fifty Cents per Hundred, Five Thousand Cigar Bands for the Florodora Estimating Contest. Address K. C, care of Tobacco World, 11 Burling Slip, New York.

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8-6-tf

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High. 84--85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St; 138-138½ Water St.; Telephone—13 Madison Square.

Main Office, 84--85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

☞Samples to Responsible Houses.☜

Cigar Molds

ASK FOR OUR NEW CATALOGUE No. 5

Illustrating 1,500 of the Latest and Up-to-Date

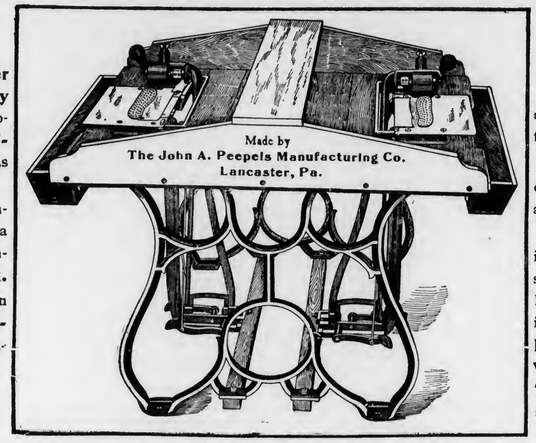
Cigar Mold Shapes

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up to-date cigar manufacturer. We can save you money and please you at that.

THE STERNBERG MANUFACTURING CO.

1702-1712 W. Locust St., Davenport, Iowa.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

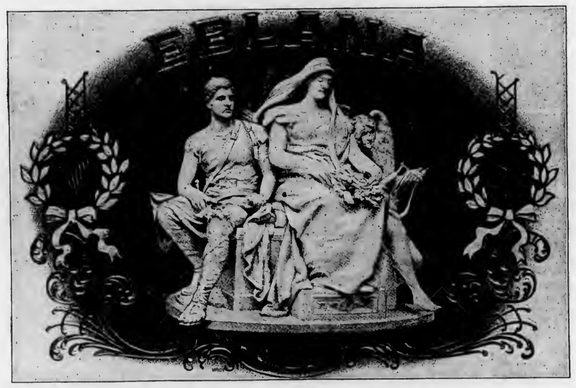
The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

Capacity, One Million per Month.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made **5c.** Cigars in the Market

Union Made
All Sizes



Union Made
All Sizes

M. Steppacher, Reading, Pa.

G. A. Kohler & Co.
Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Factories:

Cigars
YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

El Proctor. 13,846.
For cigars. Registered Oct. 24, 1902, at 4 p m, by B. Lipschutz, Philadelphia.

Way-Mark. 13,847.
For cigars. Registered Oct. 24, 1902, at 4 p m, by A. R. Cressman's Sons, Sellersville, Pa.

Bleike's S. P. 13,848.
For cigars, cigarettes and cheroots. Registered Oct. 24, 1902, at 4 p m, by W. T. Bleike, Houston, Tex.

S. P. Limited. 13 849.
For cigars, cigarettes and cheroots. Registered Oct. 24, 1902, at 4 p m, by W. T. Bleike, Houston, Tex.

Bleike's Deep Water. 13,850.
For cigars, cigarettes and cheroots. Registered Oct. 24, 1902, at 4 p m, by W. T. Bleike, Houston, Tex.

Lou Reeves 13,851
For cigars. Registered Oct. 27, 1902, at 9 a m, by A. D. Engel, Philadelphia.

Star of Jersey. 13,852
For cigars. Registered Oct. 27, 1902 at 9 a m, by James W. Klopp, Talmage, Pa.

REJECTIONS.

Robert Emmett, Miners' Victory Sunset Limited, Anti Trust, Competo, The Commissioner.

TRANSFERS.

El Hoseta, registered for cigars, Sept. 8, 1902, by H. S. Souder, Souderton, Pa. was transferred to the Dallas Cigar Co. Dallastown, Pa., Oct. 27, 1902.

Pan-Ex, registered for cigars Nov. 11, 1901, by H. S. Souder, Souderton, Pa., was transferred to D. F. Kaltrieder, Red Lion, Pa., Oct. 27, 1902.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

White, Rosary, Iron Workers' Delight, Gilmoro, Gilmora, John Gilmore Harmony, Salemie, St. Regis, Hatasoo, C. B. P., Union Brothers, Kelsey's Havana Five Cent, Fishing Pole, Zig Zag, Oro Hodo, Luz de Oro, Calette, Camisole, Ruhiana, Velindra, Ramondia, Grey Friar, Dolina, Lavello, Blessilo, Pure Joy, Jim Dumps, Laurier, Wyatt Eaton, Strelma, Bonnie Pet, Empire Excellence, Palmora, Force, Cressa, Nacona, Niagra Peach, De Cervantes, Juan Menda, Responsible, Amiable, Alice Fischer, News Sir, Stockbridge, Miss Petticoats, Lucky Drivers, Square Weight, Royal Trade, Elector, Kalos, 616, Hoopeston's Best, Geo. W. Prentiss, Bohemians, The Mackenzie Botanic Cigarettes, Oneco, Flor de Bairoa, Pride of England, Quaker Ribbon, The Curb, Real Diamond, Duc de Tampa, Duque de Tampa, Duke de Tampa, Capitan de Tampa, Elenora Duse, Fit for a King, Gold Picka, Diamond Heart, Royal Palm, Crown Beauty, Royal Future, Royal Dream, Astrico, El Sofista, The Upland Cigar, La Fumeza, Kapudan, Perry Sitzer, Ucisco, American Arbitrators, Four Maids, Sally Grundy, Kishwakee, Neil O'Brien. Will B. Good, Blue Front, Chief Kilbuck, James E. Murdoch, Amua, Amica, Amour, Lubor, Liebe La Moda, Cuckooracoo, Norval, The J. L. Health Cigar, Sol de Punce, Gimmea, Aldico, Nueve Rex, The Sports' Selection, City of Brainerd, Schaeffer's Clear Havanas, Porto Mundo, The Highlander, Hitching Post, El Mastro, Ancestro, La Doctrina, Tampa Capitan.

Imports and of Cigars Leaf Tobacco
FROM HAVANA

Per steamers Havana and Mexico.

CIGARS	cases
Waldorf Astoria Segar Co., New York	41
Park & Tilford, New York	37
Acker, Merrall & Condit, New York	33
J. & B. Moos, Chicago	17
S. S. Pierce Co., Boston	11
Havana Tobacco Co., New York	9
G. S. Nicholas, New York	9
Grommes & Ulrich, Chicago	9
Estabrook & Eaton, Boston	7
Sprague, Warner & Co., Chicago	6
W. A. Stickney Cigar Co., St. Louis	5
Duncan & Moorhead, Philadelphia	4
Reymer & Bro., Pittsburg, Pa.	4
B. Wasserman Co., New York	3
J. Stacy Hill & Co., Cincinnati	3
Lilienfeld Bros. & Co., Chicago	3
T. Wright & Co., St. Louis	3
Esberg-Gunst Co., Portland, Ore	2
W. H. Schimpferman Co., Chicago	2
Steele-Wedeles Co., Chicago	2
Price Bros., Pittsburg, Pa	2
C. B Perkins & Co., Boston	2
Wood, Pollard & Co., Boston	1
J. Berg, New York	1
A. Gonzalez, New York	1
Morten & Co , New York	1
Thebaud Bros., New York	1
M. H. Mayer's Sons, Chicago	1
Showell & Freyer (Ltd.), Philadelphia	1
D. Loughran, Washington, D. C.	1
Columbia Legation, Washington, D.C.	1
Total	223
Previously imported	7.648
Imported since Jan. 1, 1902,	7,871

LEAF TOBACCO	bales
A. Cohn & Co., New York	415
F. Miranda & Co., New York	300
A. Gonzalez & Co., New York	200
A. A. Valentine & Co., Philadelphia	155
F. Garcia Bros. & Co., New York	138
G. V. Watson Co., New York	129
Rothschild & Bro., New York	115
Empire Leaf Tobacco Co., Phila.,	95
Greenhall Bros., New York	80
J. Gonzalez & Co., New York	56
Loeb-Nunez Havana Co., Philadelphia	50
Lozano, Selgas & Co., New York	50
Hamburger Bros. & Co., New York	37
L. Friedman & Co., New York	35
J. Vetterlien & Co., Philadelphia	35
M. Kemper & Sons, Baltimore	30
P. & J. Frank, New York	30
J. Bernheim & Son, New York	29
Rothschild, Sons & Co., Chicago	28
Keiser & Boasberg, Buffalo	25
P. Pando, New York	20
L. Sylvester & Sons, New York	20
M. Bolio, New York	15
I. Bijur & Son, New York	11
S. L. Goldberg & Sons, New York	10
J. Friedman & Co., New York	7
Waitt & Bond, Boston	2
Total	2,117
Previously reported	100,676
Imported since Jan. 1, 1902,	102,793

JACOB A. MAYER & BROS.
Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,
Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son
Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Best Workmanship The Lowest Prices

H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street, Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Corresoondence with Wholesale and Jobbing Trade only invited.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Not Guilty of Counterfeiting

James Adair, of Red Lion, Acquitted In York County Courts.

Special to The Tobacco World.

YORK, October 27, 1902

James Adair, a well-known cigar manufacturer of Red Lion, who was charged with selling counterfeit labels of the Cigarmakers' Union, was acquitted in court last week before Judge Bittenger. The costs of the suit were imposed on George Allen, of this city, the prosecutor, agent for the Cigarmakers' Union.

This came about because the union was not prepared to prove the adoption by it of the label which is said to have been counterfeited. They did produce a minute book showing that at a meeting of the international union held in 1880 a certain label was officially adopted. But this particular label contained some offensive allusions to non-union made cigars which statements were held by the Pennsylvania supreme court to invalidate the label and put it beyond the protection of the law. The official label was subsequently changed at a meeting held in 1893, when the resolution of 1880 was amended to meet the supreme court's objections. This amended label was the one which Adair was charged with selling the counterfeit of. The union officer who was called to testify did not happen to have with him the original minutes of the meeting of 1893, showing the adoption of the amended label, and Judge Bittenger refused to hear any secondary evidence on the question. The minute book was said to be in the office of the international union at Chicago. This necessary piece of evidence not being forthcoming, the case for the prosecution fell and a verdict of not guilty was directed. The jury, however, were sent out to deliberate on the question of costs. Judge Bittenger said that Adair should not be ordered to pay them, but that either the county or the prosecutor ought to bear that penalty. The prosecutor caught them.

The other cases against Red Lion cigarmakers, charged with the same offence as Adair, were continued to the January term of court.

Trade in Reading.

Reading cigar manufacturers are busy this fall, and fortunately collections have been very good. The firms having business in the coal regions are already receiving orders from there, which is an indication that business will again be brisk in this section. Several factories depend on the coal region trade entirely, and have only been working on half time since the strike began. The manufacturers doing business in the far west state that their sales there are heavier than usual at this time of the year. Collector of Internal Revenue F. W. Cranston, who inspects the factories regularly, states that he looks for a big increase in the cigar output of the district for the year.

At a meeting of Cigarmakers' Union, No. 23, of this city, the union cigar factories were reported busy. Twelve new members were elected. The union is distributing literature advocating the use of the union label cigars and tobaccos and opposing the goods made by the American Tobacco and other concerns operated by combined capital.

Cigar manufacturer William Schaffner, of Womelsdorf, was in Reading last week looking for first-class cigarmakers, but was only able to secure a few hands. He reports his business brisk.

John J. Roth reports his factory busy on fall orders. He runs a union label cigar factory, and reports large sales on his leading brands.

M. Steppacher's factory is one of the busiest in the city. He manufactures union label cigars exclusively and enjoys a large trade. During the past year the factory has increased its output and many new hands were added.

Otto Eisenlohr & Bro., of Boyertown, have commenced a tobacco-stripping factory at Sumneytown. The firm is very busy at present.

Not in many months has the factory of Stewart, Newberger & Co. been as busy as at this time. The firm is adding new hands daily and expects to double its output this year. The factory makes a specialty of fine hand work and has a number of large orders on hand. Two of the leading brands are John Hay and Louis Mann. A new brand called the Private Tips is meeting with a good sale. It was only recently placed on the market.

Alderman N. Robert Tomlinson, manufacturer and dealer in cigars, with a factory in the rear of his residence, 316 Miller street, has placed one of his new nickel brands on the market, styled the Magistrate, which is already meeting with success. Mr. Tomlinson is building up a large local trade and employs five hands.

Hiram Stout, who lost both hands in a dynamite explosion some months ago, has opened a cigar store at McKnight and Buttonwood streets. He has fitted out the place in a handsome manner.

John H. Beidler, formerly employed at the Textile Machine works, at Wyomissing, purchased the goodwill stock and fixtures of the cigar store and pool room of Thomas J. Gift, 156 North Ninth street, and has taken possession. Mr. Gift intends locating in the west.

John G. Spatz, of J. G. Spatz & Co., left on a short business trip to Baltimore and Washington. The firm is advertising for additional hands on fine handwork. The working force is being largely increased.

The factory of Hildebrand Bros., shut down the past week to make necessary repairs, is again running on full time. The firm's leading brand is the Colonial Orator.

The Penn Cigar Co. has received orders this week from the west aggregating over 100,000 from one house. Trade all around is very good with them at present.

LANCASTER'S REPORT.

Lancaster, Pa., Oct. 28, 1902.

The local trade has been quiet but steady. The volume of business during the week was between local dealers and country packers and there was purchased from A. G. Miller, New Holland some 212 cases 1901, from J. M. Baker, Lititz, 139 cases 1901; from J. E. Longnecker, Mt. Joy, 160 cases, and from Baker & Eshleman, Ephrata, 168 cases 1900.

Lancaster dealers have made sales as follows: I. H. Weaver, one lot of 370 cases 1900 goods, and M. M. Fry, 100 cases 1901.

Moderate sales have also been made during the week by a number of dealers who have made no report.

M. M. Fry purchased last week a lot of 300 cases of tobacco that was sold by B. B. Leaman & Son, of Lititz, to settle a disputed transaction. Mr. Fry paid 10½c per pound.

A majority of the factories are running along full-handed; many, in fact, would add hands to their force if they were available.

John Slater, of Washington, Pa., was at factory headquarters in this city during the past week, and found matters in a highly satisfactory condition. It has been the heaviest year the firm has ever had, and prospects are excellent for a continuance of good business during the remainder of the year.

Box manufacturers are all pretty busy, indicating good trade among manufacturers generally.

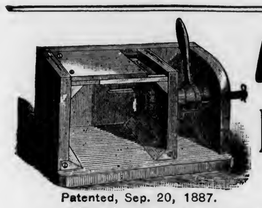
The cigar and tobacco store of John Templeton, at Columbia, was destroyed by fire early last week.

The auction sale of leaf tobacco which is to be held at Strasburg on November 5, is attracting some attention. The sale was not a success last year, when a similar attempt was made, but it is stated that the owner of the tobacco Mr. B. B. Gonder, believes that it helped him in making the subsequent sales of his leaf which he did, and that fact has encouraged him to try it again.

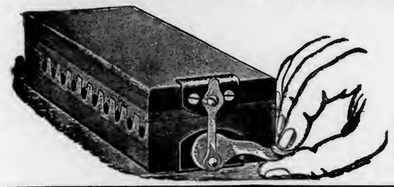
Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by
Name ____ Street, ____
City ____ State ____


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

W. H. RAAB & SONS
Manufacturers of
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
1,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf ***TOBACCO***
We have a few **B and C Fillers** left of the 1900 crop.
EAST PETERSBURG, PA.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1866

JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

Internal Revenue Accounting in the Cigar Business.

By HENRY N. OTTENBERG,
Head Bookkeeper for S. Levy & Co., New York.

An Address Delivered Before the New York Society of Accountants and Bookkeepers.

I will not attempt to go into details which lead up to this subject. but will confine myself to the most important parts, and when necessary give details as an explanation.

The revenue, if properly attended to, would save several small manufacturers, and even larger ones, considerable trouble, as it must be carefully watched. A cigar manufacturer, when taking his yearly inventory and submitting same to the collector of his district, can be tobacco over, but must not be any short, while he can be cigars short, and none over.

This may seem peculiar to those not familiar with this business, but in order to explain same, I will go into the manufacturing departments for a short while. The governmentallows the manufacturers 25 pounds of unstemmed tobacco to make 1,000 cigars weighing more than three pounds to the 1,000. (Unstemmed tobacco, with the stem or rib still in the leaf).

After these 25 pounds have gone through the curing and stemming process it loses in weight about one-fifth, or five pounds, sometimes more, according to the grade and quality of the tobacco. This leaves the manufacturer about 20 pounds of stemmed, or perhaps a few pounds less, but we will take it as 20 pounds net. If the manufacturer makes his goods so as only to use 17 pounds or less, and in a great many instances only 15 pounds are used, you can see at a glance why and how tobacco is over at the end of the year, when computing his total manufacture by 25 pounds as allowed by the government. Should he be tobacco short, it is immediately seen that he has either used more than the amount allowed or has made more cigars than he has accounted for, hence an error has been made which must be at once corrected and looked after; sometimes the collector imposes a fine on him at the rate of tax on tobacco and sometimes at the rate of $3 00 per 1,000 for the number of thousands the tobacco which is short would make.

As to cigars short. Take 100 (or this quantity is small to speak of, but will take it as an explanation) from the cigar-making department to the packing department where they are assorted in their several shades and put into boxes. While the packers are assorting these 100 cigars, sometimes five, or perhaps more, or less, are thrown out as imperfect. Very often they are rewrapped, or perhaps they are so badly broken by handling that they are ground up and put into the scraps or shorts which are generally used to make the cheaper grades. It is for this reason that the government allows the manufacturers of 1,000,000 cigars and over 1 per cent. for breakage.

Now that I have explained the part of tobacco over and cigars short, I shall proceed to the accounting part, namely, the revenue book.

The left side of this book represents the receipts of tobacco, boxes, stamps, and of the manufacture of cigars. We will call this side the debit side. The right side represents the sales of tobacco, cuttings, scraps, the removal of cigars, boxes, and stamps. We will call this side the credit side.

You will notice on the sample page of the revenue book here the heading inventory. We will suppose that this being the first month the manufacturer is in business this heading is not considered, and it is considered by large manufacturers only on the first day of January of each year, when the government demands an inventory before the 10th of that month, which I shall explain later.

The first column, leaf tobacco, actual weight, stemmed and unstemmed, I explained before. Actual weight is required, as it is customary in this line of business to purchase tobacco at marked weight, which is the weight of a case of tobacco when it is packed after being dried and cured by the farmer, and this weight loses about 20 per cent. by the time it is suitable for working into cigars; hence, deducting that percentage from the marked weight gives the quantity of actual weight, which the government demands and must be entered on the date of purchase, from whom, and their business address.

The next column, manufactured, explains itself, showing cigars made each day, and cigarettes weighing over three pounds to the 1,000, if the latter are made. These are the little cigars which you have no doubt seen advertised. When Sunday or a holiday, or any day when no cigars are made, then either a hypen or an S is inserted opposite the date.

Cigar Boxes.—The law prescribes the capacity of boxes to be used, namely, for 12, 13, 25, 50, 100, 200, 250, and 500, each one to bear imprinted on the bottom the factory number, district, and State where the factory is located, and also the quantity the box contains.

Stamp Account.—Stamps are of the same denomination as the boxes and must be entered on day of purchase under their respective headings.

Totals.—At the end of the month each column is totaled and same is entered in the space opposite "Totals for the month." As I said before, this being the first month the manufacturer has done any business, and not having anything carried over from a previous month, the same totals as for the month are again brought down and placed opposite heading, total to be accounted for.

On the right hand, or credit, or sales side, the explanation is about the same, with the following exceptions: That a manufacturer of cigars cannot remove or sell any scraps, cuttings, or stemmed tobacco without first obtaining a permit to do so from the collector of his district, setting forth in his application for said permit the quantity and to whom sale is to be made as follows:

The collector grants the permission, which I herewith reproduce, and then you enter same under the heading to which the kind of tobacco removed refers to. Unstemmed tobacco can be returned to the parties from whom it was purchased without obtaining the aforementioned permit, but cannot be sold to any one else unless a permit is granted.

Cigars cannot be removed from factory unless they are properly boxed and stamped, and the columns, boxes, and cigar stamp account are always the same figures, practically in duplicate. For instance, I sell 20,000 cigars; they are put up as follows: 5,000 in 25s, 5,000 in 50s, and 10,000 in 100s. I enter under the cigar column heading opposite the date on which the revenue stamps are affixed 20,000, and in the space headed cigar boxes I enter under their respective denominations 200 25s, 100 50s, and 100 100s, and the same under the space headed cigar stamp account.

FORM OF REQUEST.

Factory No. 1280, 3d District.
Permission is requested by So & So & Co. to sell to John Smith & Sons, 500 pounds of cuttings, (or unstemmed or scraps as case may be).
Factory No. 1950, 17th Dist. Ohio.
Respectfully,
So & So & Co.
Fact. No. 1280, 3d Dist. Pa.
To U. R. Right, Esq., Collector.
Third District, Pa.

COPY OF A PERMIT.

Office of Collector of Internal Revenue.
No.——— District———
———————1901.
Permission is hereby granted———
—— Fact. No.——, to sell——lbs.
of——to—— Fact. No.——
———Collector.

Transfer or sales of tobacco to be entered on books on date of transfer and reported on next monthly return.

At the end of the month all of these columns are separately footed and entered in the first space below the red line. Care must be taken to see whether the stamps of boxes used equal the amount of cigars sold. We take these footings of the credit side, excepting the tobacco footings, and enter them on debit side in space opposite sold, consumed, or returned, deducting same from total to be accounted for, which leaves balance on hand on last day of month, which balance is brought over on inventory line under their respective headings.

Report to Collectors—Before the 10th day of the succeeding month a copy of the month's transactions (revenue) must be given to the collector on a form supplied by the government, and called "Cigar Manufacturer's Monthly Return," as copy herewith; on it you must give the dates of purchases and sales of tobacco, no matter in what form, from whom, and to whom, their business address and district wherein said business is located; but for cigars, cigar boxes, and stamps

P. L. Leaman & Co.
Packers and Dealers in ***LEAF TOBACCO***
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

F. E. Eberly,
Manufacturer of High-Grade
Union Made **CIGARS**
Stevens, Pa.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at **Five Cents**, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses.
Write for prices.

PEOPLE WHO "GET ALONG"

In the cigar business, as in every other, there are certain people, who, when urged to adopt a new method or install a new and improved equipment, shake their heads and think they can "get along" without it.

They do get along, but they get along toward the rear instead of the front.

It is much pleasanter to be progressive instead of going backward—and much more profitable.

The cigar business is no different from any other business in this respect—the man with the best facilities and the most modern tools gets more business and makes more money, and you can't stop him.

Take the DuBrul Dieless Suction Table for example; there is no question in the world but that this table is a time-saver and a money-maker without an equal.

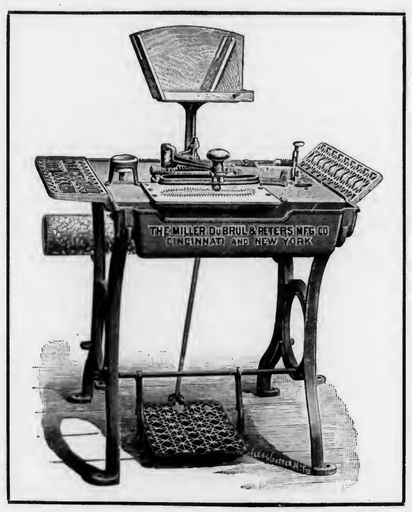
We have been manufacturing cigar makers' tools long enough to know what we are talking about.

We say that no enterprising cigar maker can afford to be without this table a single day longer than it takes to get it in his place and set it up.

The Dieless Table is a wonderful improvement over all others.

The suction table itself is a distinct success, but heretofore the dies and rollers have been a serious objection and a constant irritation. They are always in the way, rollers constantly dull the dies and it takes a lot of time and work to keep the complicated mechanism going in proper shape.

We have removed every single objection to the suction table by removing the dies and rollers and substituting a circular knife which does much better work than any die ever could.



We have made the suction table practical and efficient.

We have placed it in a position where it can do good work all the time with no attention and we have made it so simple and easy to manipulate that operators are delighted with it and won't work on any other if they can help it.

Don't try to get along without this table.

Don't delay writing us about it and we will give you a line of facts and figures that will make our position perfectly clear to you and convince you that we are right.

But don't forget that we can furnish you die tables, the best of their kind, if you still insist on having that kind of machine.

You can see both kinds in either of our offices.

Ask for our Booklet W. S., which gives complete information.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO
1 Madison Avenue, NEW YORK CITY

only totals are given as to their manufacture, purchase and sale.

Inventory—At the end of the year a recapitulation is given to the collector as to the quantity of tobacco on hand, stemmed, unstemmed, cuttings, and scraps, cigars not boxed, cigars boxed, cigar boxes, and value of unattached stamps on hand.

While this inventory appears simple enough, still it is in this where the errors arise and which shows whether the tobacco and cigar accounts are correct. At the end of the year the tobacco account is taken, first purchases of all unstemmed, then the stemmed, cuttings, and scraps (of these the government allows 15 pounds to the 1,000 cigars,) and these are made to equal the unstemmed tobacco by adding two thirds of its weight; after we have it all as unstemmed tobacco we then take all the tobacco sold or removed, making the cuttings and scraps equal to the unstemmed.

The quantity of cigars made during the year is then taken, allowing 25 pounds to the 1,000, the result is added to the quantity sold and deducting from the amount purchased represents the balance which should be on hand, but the actual amount on hand being greater than the represented balance shows that less than 25 pounds to the thousand has been used, and therefore he is tobacco over, and which he enters on his last monthly return, and in the tobacco column under unstemmed tobacco. Inventory of same (actual) is entered in revenue book January 1.

Cigar account made during the year, sold—balance.—Should the quantity on hand be less than balance called for, it is traceable to breakage, for which the government allows 1 per cent. of the production; if the difference is more than 1 per cent. it is well to go over your figures again before you put in your final report. It is also necessary that daily entries of the manufacture and sales are made, and the book kept up to date, as neglect to do so is liable to a censure from the collector or his deputy when visiting the factory.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Occasionally we hear of sales of the 1901 crop at much better prices than could have been obtained last winter, but considerable lower than the market would seem to warrant. Yet if taken to New York for sale, it generally requires a broker to do the business, unless one is connected with some firm that he can send it to.

Our growers should form a co operative union with a competent, straightforward agent to sell their goods for them, as the bulk of the sales are hardly up to binder prices. Every year the cry is raised that some serious trouble exists in our New England tobacco, and this finds expression in the great trade papers, and then the packers stay persistently away until the grower is afraid that he will be unable to sell, and then the fleecing commences. To avoid this, the grower should go to work and assort his own crop and pack and hold it, if need be, until it is sold. It is all wanted. Already the market is suffering from the want of good New England wrappers, and the large growers are hastening the stripping and soon will have it in the sweat room.

Our correspondents write:

Hadley: "There has been a number of sales; among them are Myron Howe, John Keefe, William L. Keefe, Callahan Brothers, James Day, Thomas O'Niel and Thomas Hannigan, all in the bundle, at from 14 to 18c.

Hatfield: A few crops of old tobacco were sold last week at 14 to 15 cents. Stripping of the new crop is in progress, with a fine outlook for the crop. It is sound and bright."

East Granby: "We have recently sold a number of sizable lots of tobacco, all in the bundle; prices ranged from 20 to 22c. The tobacco crop is curing down very finely here; no pole sweat reported. Sales have been made of a few crops at 24c in the bundle and 27c as sorted. There are about 250 cases of 1901 goods in growers' hands in town. L. R. Lobdell has four acres of shade grown, and experts call it the finest in the valley."

Suffield: "The Graves-Bissell syndicate has stripped some 25 acres, and we learn that it will be assorted and force-sweated, as the market is not fully supplied with New England wrappers. A number of buyers are now looking over the field. Some sales are being made; prices range from 20 to 24c."

Whately: "Several of our growers are engaged in stripping their tobacco. There are some 300 cases of fine, well-assorted 1901 tobacco; the principal owners are W. W. Sanderson and S. B. Crafts."

North Hatfield: "The tobacco buyers have bought a few crops to be delivered in the bundle at from 17½ to 18c. Others are looking, but haven't got down to business

York Standard Leaf Co.
I. B. HOSTETTER, Proprietor,
Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local. YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa. } WAREHOUSES: { Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. Investor—5 Cents
Phares W. Fry, Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

yet. Stripping with a few is well along, but, as a rule, the most of the crop is still on the poles. Those who have taken down pronounce it fine. The damp weather affected some late crops.—American Cultivator.

BALDWINSVILLE, N. Y.

There has been no stir in the local market. The dealers are watching the curing down of the new crop before buying. E C. Monroe, representing the American Tobacco Company, is reported as buying in the Big Flats district. There is nothing being done in the local warehouses, and only a few small shipments have been made from them during the past week.—Gazette.

MIAMISBURG, OHIO.

The weather during the past ten days has been more to the liking of the farmers than that previously experienced since the harvest, and will have the result of thoroughly curing and drying out the tobacso on the poles. Although no contracting of the new crop has as yet been indulged in, the larger packing concerns are engaging their buyers and will doubtless be ready for the fray when the proper time arrives.

Occasional crops of old seedleaf and Zimmer are still being de livered.—News.

EDGERTON, WIS.

The business of buying the new crop has commenced to drag somewhat. While there are plenty of buyers riding as yet, they are taking things more moderate. That three-quarters of the crop is sold seems to be a safe estimate and the work of making selections from the balance should be conducted with some caution. But little change is noted so far as regards prices, but with competition less active tobacco will be moved at reduced figures.

The market for old leaf is quite uneventful, transactions being largely of small lots to manufacturers. Samples of the 1901 crop have been offered on the market but we learn of few sales so far.

The weather conditions have been very favorable of late for the complete curing of the hanging crop which is now beyond all dangers of shed injury and ready for an early stripping.

Shipments, 1,080cs.—Reporter.

HOPKINSVILLE, KY.
M. D. Boales.

Quiet prevails on the market with private sales at unchanged prices. Holders have largely the long leafy styles of medium to fine grades, and offering them only as calls are made from brokers, being firm on account of small percentage of such grade in new crop, knowing that a strong demand will come when the trade realizes the situation, when many will want them and bid prices up. Human nature seems the same all over the world. When prices are low and demand light, none want to buy; but when prices are high all want to buy. The crop is beyond question short in quantity and lacking in quality largely, compared to 1901 crop.

Lugs-Com. 4¾ to 5¼c; Med., 5¼ to 5¾c; Good, 5¾ to 6¼c Fine, 6¼ to 6¾c
Leaf—Com., 6¼ to 7¼c; Med., 7¼ to 8¼c; Good, 8¼ to 10½c; Fine, 10 to 12½c.
Spinning Leaf, 7 to 10c; Cigar Wrappers, 8 to 11c; Plug Wrappers, 9 to 12½c.

Receipts for the week, none; year, 11,810. Sales for the week 96; year, 10,155.

CLARKSVILLE, TENN.
M. H. Clark & Bro.

Our receipts this week were 19 hhds; offerings on the breaks, 57 hhds; sales, 157 hhds.

The quality of the leaf breaks was not so high in grade as in past two weeks.

The market was firm and unchanged. Warehousemen have nearly empty floors now, and getting ready to make arrangements for the new crop. The last cuttings will soon be cured up when its general character can be classed. It looks like a short fat crop curing dark now.

The riders for the Consolidated Tobacco Co. and Italian Agents are riding the country over examining the crops. Stemmers have "thrown up the sponge," and will make no strips the coming season.

Quotations:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good	9.50 to 10.50

—The Duquesne Cigar Company has purchased a site for its new $30,000 cigar factory at Smallman and Twenty-fifth streets, Pittsburg. The lot is 70x72 feet in dimensions, and the cost is said to have been $12,000. A permit has been taken out for the erection of the factory.

Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

His Jumbo Blew Up.

But Weinschreider Cannot Recover for the Loss of His Fingers.

An interesting case was tried before Judge Marean and a jury in Brooklyn, N. Y., on October 22.

Edward Weinschreider, a German tailor living in Brooklyn, bought a package of Jumbo all-tobacco cigarettes, at a Brooklyn tobacconist's one day a couple of years ago. While smoking one of them it exploded and blew off the thumb and the tips of two fingers on his left hand. He promptly brought suit for $10,000 damages for personal injuries against the Prudential Tobacco Company, of New York, which manufactures the Jumbo brand. During the hearing before Judge Marean thirty witnesses were examined. Wise & Lichtenstein appeared for the defendant corporation. Mr. Wise contended that even if it were proven that the cigarette Weinschreider smoked had exploded, the manufacturer should not be held liable for the malicious act of an employe or workman, or unless the evidence showed that he operated his factory negligently. The sealed verdict handed in by the jury was in favor of the defendant.

A Limit to His Magic.

Being a Church Member This Steward Drew the Line at 25-Cent Cigars.

The party was on one of the hundred steamers that navigate the tributaries of the Atlantic along the Southern coast. It was going to inspect timber and cotton mills and the supply of cigars had been exhausted, for the boat had run on a sand bar and had lost four hours waiting for high tide.

The steward was an old negro whose hair was almost as white as the cotton which the boat carried.

"Uncle," said the stout man, "have you got any good cigars?"

"Yaas, sah, 'bout ez good ez is goin'."

"Bring us some—ten cents, straight."

"All right, sah," and he ambled off.

He returned with a box that had Havana labels. They took five and he pocketed the 50 cents.

The cigars were rank, but the five patient men smoked bravely on, with comments appropriate to the occasion. At the end of an hour they were painfully conscious of a bad, bitter taste, which nothing but a better quality of weed would remove. The thin man called the darky again.

"Uncle," he said, "have you got a two-for-a-quarter brand?"

"Yaas, sah; I thinks I hez."

He brought them. The box was scratched somewhat and the few cigars were in disorder.

The thin man took six and handed over 75 cents. The men smoked another hour. They were all tired out with the delay and the conversation lagged.

But they knew that the first bitter taste had only been deepened. The chief capitalist was the next to summon the negro.

"Uncle," he said, "have you got any for fifteen straight?"

"I dunno, sah, but I'll see."

The box he brought looked as though it had seen better days There were five cigars in it, and the negro offered them rather reluctantly.

But they were taken and paid for, and he went his way without a word. It was the same thing over again; the bitterness became distressing, and another call went up for the negro.

"Uncle," said the junior of the crowd, "have you got any twenty five cent cigars in that old box of yours?"

A look of guilt swept over the black face, and he put his hand to the back of his head and rubbed his woolly hair.

"'Deed, boss, I don't believe I hez," he said slowly. "Truf is, genermen, dis am a mighty various box, a mighty various box, gener men, and I'se scratched it to de limit. I'd like mightily to oblige ye, but I'se a church membah in good standin', and dis here box, howsomeber various it mought be, cain't honestly be scratched to a quartah cigayr.

"It were a distressin' strain on it to lift it to 15 cents, and bein' a church membah in good standin', I'se got to quit.

"We'se got some nickel cigayr out dare, but none fur a quartah, sah, nary a one fur a quartah.

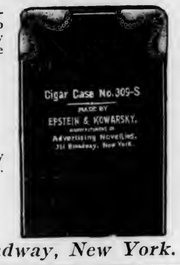
"It wouldn't be right to charge a quartah, sah; it would be monstrous onreasonable to charge a quartah fur a nickel cigayr, sah; it would be a sin, sah, and I'se a church membah what sets in de amen corner, sah."
—N. Y. Sun.

LATE REVENUE DECISIONS.

Leaf Sales to Prisons.

The Commissioner was advised that certain manufacturers had made application for a special permit to sell cigar cuttings for use in a State prison for the use of the inmates. The collector was informed that sales of cuttings and other bi-products of factories could be made to qualified manufacturers as provided by law, and that manufacturers of tobacco or cigars can not lawfully sell to managers of State prisons or

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.


THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in
Leather Goods
and
Celluloid Signs
of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.
Epstein & Kowarsky, 351 Broadway, New York.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
MAKE CAPACITY 5,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED
le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS · EMBOSSING · ENGRAVING · SPECIAL DESIGNS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Great Reduction in Price
550 Times Sweeter than Sugar.
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest and Best.
Write for Samples and Particulars.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

to others the cuttings and bi-products of their factories, unless the same has been properly packed, labeled and stamped, and the tax paid thereon at the regular rate of 6 cents per pound.

District Directory.

The regulation requiring not only the name of the person who purchases tobacco, but the collection district in which the latter lives, was complained of by a leaf tobacco dealer, and he asked that he be furnished with a directory or guide which would enable him to determine the district without being required to write to his customers for such information. It was advised that the office has not prepared any map or directory showing the counties which comprise any particular collection district, and that it will be necessary for his firm to ascertain through correspondence from customers the districts in which they carry on business, to determine whether they are qualified manufacturers of tobacco or dealers in leaf tobacco in any particular district, which must be noted on Book 59, as required by the regulations.

Sale of Leaf Tobacco.

Merchants of non-tobacco growing States, asking if it is permissible to receive tobacco in the hand, from growers of tobacco States, and retail to customers free of tax, have been advised that every person who should sell raw or leaf tobacco, not of his own growth or raising, to any person other that a qualified dealer in leaf tobacco, or to a qualified manufacturer of tobacco or cigars, or to persons who buy leaf tobacco in packages for export, will be regarded as a manufacturer of tobacco, and, before selling leaf tobacco to consumers, is required to properly pack, label and stamp the same, as provided by the Regulations, No. 8, pages 5, 6 and 7, and section 69, act of August 28, 1894, and that every person who receives leaf tobacco from farmers or growers, and who sells the same to consumers at retail, or in the hand, or in larger quantities, will incur liability to a tax of 6 cents per pound on all leaf tobacco so received and sold.

Manufacturer Stemming Leaf.

A manufacturer of cigars found his factory premises not large enough to accommodate his business and made application to remove his tobacco from time to time and use a building some distance from the factory for storing, stripping and drying tobacco. He was advised that such application could not be granted, but that a manufacturer of cigars or tobacco is privileged to qualify and register as a dealer in leaf tobacco at some place not connected with his factory, where he must account on Book 59 for all unstemmed and stemmed leaf tobacco received from himself as manufacturer, or from other persons at that place, and may there stem and dry his leaf, and afterwards transfer such stemmed tobacco or strips to himself as a qualified manufacturer of cigars, the actual number of pounds transferred to be entered on the credit side of his Book 59, the same as though the tobacco had been sold and delivered to some other manufacturer.

Imported Cigars.

An inquiry was made by a cigar importing firm as to whether it was permissible to cancel internal revenue stamps on imported cigars in the name of the party to whom the goods will be sold, instead of their own firm name being printed or written on the stamps. It was advised that internal revenue stamps affixed to boxes containing imported cigars must be canceled by the importer thereof before the same are entered for consumption or sale in the United States the name of owner or importer being substituted by regulations for the registered factory number, which must be written or printed on each stamp before cigars are removed from a manufactory in the United States. It was further advised that if the imported cigars are entered in their name as the importers or owners on arrival at the public stores, or when placed in bonded warehouse, and not in the name of the person to whom the cigars are sold, their own name must be written or printed on each stamp affixed to the boxes containing cigars, as required by the regulations.

Cigars by Mail.

In reply to a letter asking whether a dealer who receives orders by mail may sell and deliver by mail cigars taken from stamped boxes, it was advised that all cigars must be put up in boxes not before used for that purpose, and containing 12, 13, 25, 50 or 100 cigars, respectively, and every person who sells, or offers for sale, or delivers, or offers to deliver, any cigars in any other form than in new boxes, or who packs in any box any cigars in excess of or less than the number provided by law, is subject to fine and imprisonment, as provided by Section 3392 of the Revised Statutes. It was further advised that the statute was not construed as preventing the sale of cigars at retail, by retail dealers, from boxes packed, stamped and branded in the manner prescribed by law, but is intended to permit a dealer to sell and deliver cigars directly from a stamped package,

but not to repack the cigars in other unstamped boxes for transmission, by mail or otherwise, to consumers; and that all cigars, whether imported or domestic, found in the mails not protected by a proper stamp are subject to forfeiture under Section 3398 of the Revised Statutes.

Packing Fine-cut Tobacco.

In passing upon certain packages of fine-cut found on the market, and submitted by a manufacturer who called attention to the Regulations, No. 8, page 38, relating to subdivisions or parcels of statutory packages of tobacco, and require that subdivisions shall consist of one unsealed wrapping of light material containing chewing or smoking tobacco, not to exceed three-fourths of an ounce, the Commissioner stated the regulations are so modified, however, as to permit fine-cut chewing tobacco to be put away into as many separate small parcels as the manufacturer may desire, provided they do not contain a statutory quantity of tobacco. It was advised that subdivisions can not contain 1, 1⅔, 2, 2½, 3, 3⅓, and 4 ounces of tobacco, and that such individual packages must be properly labeled and stamped. The object of the rule evidently was to give manufacturers additional facilities for placing their fine cut chewing tobacco on the market and in quantities other than statutory quantities. It was advised that unstamped subdivisions of fine-cut tobacco may run 10 to a pound, or 120 to a 10-pound pail; and any other number or numbers not involving a statutory quantity of tobacco. It was also pointed out that subdivisions must be repacked in other packages containing a pound, or in pails or buckets containing 10 or 20 pounds, and that the larger package must be properly labeled, marked and stamped, the subdivisions to remain in the stamped packages until sold to consumers, and that all wooden packages containing fine-cut chewing tobacco must have printed or marked thereon the manufacturer's name and place of manufacture, the registered number of the manufactory, the gross weight, the tare and the net weight of the tobacco contained in each package.

Pasteboard Cigar Package.

The Commissioner has approved the use of a pasteboard box containing 100 cigars, weighing more than three pounds per thousand, tax-paid at the rate of $3 per thousand, the cigars being put up in parcels of ten, enclosed in wax paper and tin foil wrappings, in accordance with the regulations, No. 8, page 54, which provide that subdivisions will be authorized when consisting of an unsealed wrapping or enclosure, cut off at one end, and that manufacturers will be privileged to separate their cigars into parcels and enclose the same in tin foil wrappings, disclosing the number and size of the cigars contained in each subdivision, without removing them from the box. It was advised that similar packages could be used and that each box must have affixed thereto a label showing the factory number, the number of the district and State, and the caution notice in form prescribed by Section 3393, Revised Statutes, and each box to have stamped, indented or branded thereon the factory number and the number of the district and State, and the number of cigars contained in the box, as provided by Section 3397, and that the stamp of proper denomination denoting the number of cigars contained in the box must be so affixed as to securely seal the box and prevent the cigars from being removed without breaking the stamp; that each stamp must be canceled by waved lines extending three-quarters of an inch beyond each side of the stamp, and further canceled by the registered factory number and date of use being plainly written thereon, and that the subdivisions or small parcels which are not stamped must remain in the stamped package until sold to the consumers. It is further advised that the caution notice label required by Section 3393, and branding required by Section 3397, respectively, may be done by printing the same directly on the pasteboard boxes, as provided by decisions Nos. 96 and 97, dated April 13, 1900.

BUSINESS CHANGES, FIRES, Etc.

Connecticut

New Haven—C. Vordenbaum et ux, cigarmaker, real estate mortgage, $1,150.

Waterbury—D. J. Finnegan, cigars, two real estate mortgages, aggregating $3,700

District of Columbia

Washington—George L. Stahl, cigar manufacturer, chattel deed of trust, $350.

Illinois.

Chicago—Geo. Kapelankis, cigars, bill of sale $1,800 (one half interest of fixtures).—Fritz W. Weiss, cigars and billiards, petition in bankruptcy.

Iowa.

Hopkinton—J. J. Kirkwood, cigars, traded his business.

Manchester—Dairy City Cigar Co. (not inc.) cigar manufacturers; succeeded by Kelsey & Atwater.

Ottumwa—Ostdick Cigar Co., manufacturers, changed style to Hawkeye Cigar Manufacturing Co.

Michigan.

Detroit—Thomas D. Goodall, cigars, tobacco and news, succeeded by P. C. Payette.

Nebraska.

Omaha—C. H. Corey, cigars, succeeded by Frank Bandle.

Schuyler—A. Becker, cigar manufacturer, dead.

New Hampshire.

Newmarket—Clara E. Tuttle, manufacturer of cigars, etc., discontinued.

New York.

New York City—Edwin A. Schroeder, President of Schroeder & Arguimbau (Inc.) leaf tobacco, dead.

Wisconsin.

Janesville—Wm. Fathers, tobacco and cigars, succeeded by Buchholz & Fathers.

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JACOB G. SHIRK,
40 W. Orange St., Lancaster, Pa.
Wholesale Manufacturer Jobber
Plug and Smoking Tobaccos and Cigarettes
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST

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PHILADELPHIA
Regular Weekly Sales Every Thursday
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SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
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Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
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"TWO FRIENDS"—3 x 12—14 ozs., Lump.
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"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
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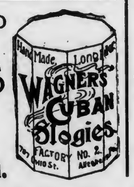

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CIGAR MOLDS
We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
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LEAF TOBACCO BROKER
Table Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
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THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 45. | PHILADELPHIA, NOVEMBER 5, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

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OLD HAVANA
At Present Prices
Is a Good Purchase.

We have a large stock of Desirable Goods to offer.

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First and Second Capaduras
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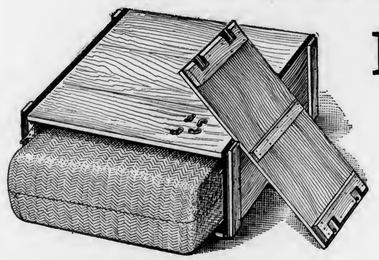

New York.

Rokin 85,
Amsterdam.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XLV.—NO KIN TO BACCHUS.

By JOSEPH KRAUS.

"Huh," said Jupiter Tonans, in a voice that rumbled down to earth in a thunderstorm, "who is this new god who has come among us, and what is all this he has to allege against our Bacchus?"

"I do not rightly know his Greek name," answered Minerva, who, as usual, was seated at her father's right hand at the council table, "but I gather from his bill of complaint that one Charles Lamb, a mortal, is at the bottom of the trouble. This Lamb, it seems, was a poet, and he wrote a set of verses in which he refers to this new god as Bacchus' brother? Bacchus doesn't care, but the new god objects to being associated in such intimate fashion with an irreclaimable drunkard, as he calls Bacchus. He says he is an American citizen, and that he moves only in respectable society. His demand is that we, the greater gods of Olympus, shall decree that the verses to which he takes exception shall at once and forever be expunged from the memory of mortals."

"Let the complainant stand forth," said Jove.

Thereupon the Tobacco God, for whom antiquity had no name, because antiquity had no Columbus capable of penetrating to this distant Atlantis of ours, where our native Evarras made their own gods, rose up. His countenance was mild and its aspect contemplative. His eye was brilliant, his address composed and dignified. Minerva and Diana regarded him with less disdain than they showered upon the other male creatures of their circle, and Juno whispered to Venus that he looked rather like a good family man. Venus, with a side glance at her husband Vulcan, whispered back, "too sober," and during the rest of the council flirted with Mars, and neither of them paid much attention to the proceedings.

"I conceive, gods and goddesses," said the Tobacco God, "that those of you who have passed your eternity in gallantry and who have associated daily with him who in my land would be denominated a 'wine soaked stiff,' will have scant sympathy with me, a newcomer among you, whose ways are homlier than yours, and whose views are more straightlaced and for that reason, perhaps, altogether foreign to this place. But wisdom sits at this board in the person of Minerva, queenly dignity in that of Juno, self respecting toil in that of Vulcan, and incorruptible justice in that of our chief, great Zeus himself.

MR. JOSEPH KRAUS.

"For Bacchus, in an honestly jolly mood, I have a liking. Nay, I am prepared to yield to his power in a slight degree, but I draw the line there. I am not this incorrigible inebriate's brother. He is not in my class at all. He is a thief, for he robs men of their brains, and, worse than that, he eats off the lining of their stomachs, he plays horse with their kidneys, and he sends them penniless to their graves. This may tickle his drunken fancy, but it cannot be pleasing to the rest of the gods, who in all things are reputed to have a care for the welfare of mortals. I do none of these mischiefs. I purify the brain and refine its operations. I assist the gastric juices in the performance of their functions. I never go near the kidneys, but I own that sometimes, though very rarely, I clog up a lung or lay a slightly paralyzing hand upon a heart or two, but it has never been alleged that I descend to the baser parts of the corpus vile, and in this, I am confident, our medical friend here, our learned Aesculapius will bear me out."

Aesculapius nodded affirmatively, and the Tobacco God resumed:

"He who indited these verses of which I complain avers that the occasion of them was the mandate of his own physician, that he must either quit tobacco or life."

At this point the speaker was interrupted by a most ungodlike chuckle from his adversary. Bacchus seized the cup of wine which Ganymede was passing round, and his face grew fiery red. Lurching forward he pointed an uncertain finger at the Tobacco God, and sneered, "You old Puritan make-believe! You're not half so good a man as I am. Not in your class? Who wants to be in your class? To write decent verses the poets have to get away from you, and then to whom do they come? To me! To me, d'ye hear, old parchmentface! To me and to no one else."

Venus and Mars here interrupted their lovemaking, and both rose to their feet with the impulse of people whose rights are being trifled with, for it is known that Beauty and War have inspired quite as many and perhaps finer verses than Wine, but they refrained from voicing their protests, for they saw that the judges were not paying a vast deal of attention to the hopeless "horrible example" who had attempted to rob them of their honors. And, besides, Bacchus was too drunk anyhow to continue the debate. He went to sleep immediately and was carried off to bed on a nearby cloud by his African valets. The Tobacco God sent a pitying glance after him, and then prepared to continue his argument. Jupiter directed that the poem which had given rise to the disputation should be read to the council, and the fine lines were accordingly declaimed by no less a voice than that of Apollo. Lamb's "Farewell to Tobacco" is worthy of that supreme honor. You'll believe it if you'll take the trouble to read it.

After Apollo had finished Jove gave judgment:

"Upon Olympus," he said, "none hereafter may dare to call these disputants kin, but on earth where good verses are rare, mortals may continue to do so. Any other decision would be to cast too great discredit upon the fine poet and the delightful fellow who wrote these lines.

"We have spoken," and then for the second time that day there was a cycle of thunderstorms down on earth.

—

Next Week.—Chapter XLVI:—The Fool and the Financier, by Charles J. Waxelbaum, with A. Cohn & Co.

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BENJ. LABE & SONS,
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IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

THE TOBACCO WORLD

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No. 224 Arch Street, Philadelphia.

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NOVEMBER 5, 1902.

The Future of Cuba.

The United States Government got a lambasting at the hands of the editor of El Tabaco, the Cuban trade paper, in an article called "Through the Hoop." In El Tabaco the Spanish text appears alongside an alleged translation in English, but the English is of a wierd and involved character. This much can be made out, however, viz: that the editor of El Tabaco does not love the United States, which is an observation The Tobacco World made long ago and in all charity.

That all Cubans do not agree with the editor of El Tabaco is plain from the following statement by Francisco Reyes Guzman, which is probably true and which gives a far more interesting picture of present conditions in Cuba than any which has heretofore appeared in print:

As a Cuban I wish to thank William Allen White for his article, published in McClure's Magazine, on reciprocity with Cuba. She is in great distress and ruin because of the failure of the bill in Congress. She cannot get along without the American market. The present tariff is prohibitive. Sugar pays 1.85 cents per pound, cigars manufactured in Havana pay $4.50 per pound and 25 per cent. ad valorem additional, and tobacco leaf pays 1.85 per pound on wrappers and 35 cents per pound on fillers. The result is that Cuba has no market for her sugar and tobacco.

But my belief is that Cuba needs from this country something more than reciprocity, and that is what I am going to explain very carefully. I will state that I have been doing business there for the last thirty-five years, and that I have invested there to-day more than $500,000. Consequently I have had enough experience to know all the evils and the remedies to be applied to them.

I consider that the political problem of every country ought to be solved at the same time with the commercial one, harmonizing them in all possible ways, the political being the more important.

The Spanish Government was always considered by the Cubans a provisional one. And why? Because Spain was divorced commercially from her colony. She did not buy its produets. The tobacco was monopolized by the Government, and the duty on sugar was so high that it was prohibited from entrance there.

And to-day the Cuban republican government is considered a provisional one. Why? Because it is so weak in every way that it does not inspire confidence at home or abroad, and because it is not in accord with the wishes of three-fourths of the inhabitants. The result will be that money will leave, instead of going there. No emigrants will go there, except a few Spaniards.

Cuba is to-day like a ship at the mercy of a cyclone on the high sea and without a pilot on board. The moneyed persons turn their eyes toward Washington as they behold with great sorrow their properties losing value every day. The republic was born on the 20th of May, and since that time all values on the island have gone down 20 per cent.

There are 25,000 persons who took part in the revolution. They have monopolized everything there—all the Government offices, positions on the police force and the rural guard, and have declared that the Cubans who did not go to the revolution do not deserve to be considered by them. They are crying out in every possible way against annexation. Any person who favors it there will be severely dealt with by them and treated as a traitor. That is the reason why it appears that the country does not want to be annexed. But these persons have nothing to lose and are pursuing a policy for their own personal benefit. The majority of the other Cubans are disgusted with their lack of true patriotism.

The natural consequence is that there is a material peace, but no moral one.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

L. G. Haeussermann
Importer, Packer and Dealer in Leaf Tobacco
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Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

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Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO
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B. Lipschutz, 44 N. Twelfth St.
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THAT IS SAYING A GOOD DEAL.
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No purer or plainer truth than what Sidney wrote.
Our constant aim is to profit by such an axiom,
and our hope is that some Dealer or Jobber may
be the recipient of our good work.
Honest Goods at Honest Prices.
SHALL WE ADD MORE?
Penn Cigar Company,
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GUMPERT'S MANETO
114 N. 7th St. Gumpert Bros.
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Wholesale Manufacturers of CIGARS
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

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Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated PRINCETON CADET
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known Crooked Traveler
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, Habana, Cuba

The population of the island is composed as follows: 250,000 negroes and 750,000 Cubans. All the foreigners are anxious to be annexed to this country and three-fourths of the Cubans have the same desire.

The negroes are waiting the first opportunity to fight for a republic of their own. If it was not for the Platt amendment they would revolt very soon, and the whites could not prevent them from taking the eastern part of the island for themselves. Then the country would be divided into two republics like Hayti and Santo Domingo. To-day the negroes are claiming the right to hold one-third of the Government offices, because they form one-third of the inhabitants, and declare that they did most of the fighting in the last revolution, at the end of which three-fourths of the fighting men were negroes.

For all of these reasons I am obliged to call the serious attention of the President, the United States Government and the American people to my statement that the best gift they can give to the Cubans will be to annex the island as soon as Congress assembles, on condition that all the products of the island are permitted to come to this country without paying any duty. That is the only thing that will solve forever all the Cuban problems.

This country needs Cuba for political reasons, and Cuba needs this country for commercial safety. By the Platt amendment Cuba is morally annexed to the United States. One must be blind if he does not see it.

If the United States acts toward Cuba in a weak manner there will always be trouble between the two countries; but if, on the contrary, it acts strongly and annexes the island, three-fourths of the inhabitants there will be deeply indebted to this country for having saved them from sure ruin, and I am sure that there will be no rebellion or revolution, because nobody dares to oppose this country.

In conclusion, I state that although I did not go to fight, I did help the revolution with some cash and by taking several thousand dollars of the Cuban Republic bonds.

Professor Brewer's Boys.

One of the many things Prof. Brewer is interested in is the Agricultural Experiment Station maintained by the State in the outskirts of New Haven. One day the professor took his sons through the place, explaining to them the different pieces of apparatus. They were particularly interested in a certain machine designed to smoke cigars automatically, whereby the finest ash possible is obtained and analyzed.

"I noticed that the boys were attracted by this machine, and explained it to them carefully," said the professor, recently. "I thought no more about it, however, until one Sunday I found our house full of smoke. And what do you suppose? Bless me if those boys hadn't rigged up a similar machine in the attic and were coloring a meerschaum pipe!"—New York Times.

The U. C. S. Co. in Kansas City.

The United Cigar Stores Company has filed notice of incorporation in Kansas City, Mo. According to the Kansas City newspapers "it has a capital of $100,000, half paid in, and it proposes to run a chain of local cigar stores and thereby gain the advantage that comes of buying goods in large quantities."

A. and S. H. Bijur in Havana

Abraham and S. H. Bijur, of the long established firm of I. Bijur & Son, of New York, left on a tobacco buying expedition to Cuba on the Morro Castle on November 1.

Parallel Months.

Those who are sending in estimates of the production of cigars in December, 1902, under the conditions of the Florodora Tag Company's prize offer, are counselled to bear in mind that in the matter of productiveness August and December are usually parallel months. Thus the total production of cigars in August, 1900, was 483,551,838, while in December of the same year it was 467,092,208. The production in August, 1901, was 485,472,813, and in December, 1901, it was 479,327,933. But note the remarkable increase of August, 1902, over August, 1901: whereas the production in August 1901, was, as stated, 485,472,813, that of August, 1902, was 565,974,550, an excess of over 80,000,000. At the same rate the production for December, 1902, may run up to over 575,000,000.

Herman Fried Fails.

Schedules in bankruptcy of Herman Fried, cigar manufacturer at 1220 Second avenue, New York, show liabilities of $2,939 and normal assets of $1,020, consisting of stock, $681; fixtures, $322; accounts, $10, and cash, $7.

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HAVANA, CUBA
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MANUFACTURERS OF
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Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

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NEW YORK OFFICE: 168 Water St

HAMBURGER, BROS. & CO.
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Importers and Packers,
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NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

The Finest English Poem on Tobacco.

Charles Lamb's "Farewell to Tobacco," which suggested Mr. Kraus's fine chapter of the Comic History of Tobacco, printed this week, is admittedly the finest English poem on tobacco. If you are not familiar with it, you are advised to read it before you read Mr. Kraus's chapter.

A FAREWELL TO TOBACCO.

May the Babylonish curse
Straight confound my stammering verse,
If I can a passage see
In this word perplexity,
Or a fit expression find,
Or a language to my mind
(Still the phrase is wide or scant),
To take leave of thee, Great Plant!
Or in any terms relate
Half my love or half my hate:
For I hate yet love thee so,
That, whichever thing I show,
The plain truth will seem to be
A constrain'd hyperbole,
And the passion to proceed
More from a mistress than a weed.

Sooty retainer to the vine,
Bacchus' black servant, negro-fine;
Sorcerer, that makest us dote upon
Thy begrimed complexion,
And for thy pernicious sake,
More and greater oaths to break
Than reclaimed lovers take
'Gainst women: thou thy siege dost lay
Much, too, in the female way,
While thou suck'st the labouring breath
Faster than kisses or than death.

Thou in such a cloud dost bind us,
That our worst foes cannot find us,
And ill fortune, that would thwart us,
Shoots at rovers, shooting at us;
While each man, through thy heightening steam,
Does like a smoking Etna seem,
And all about us does express
(Fancy and wit in richest dress)
A Sicilian fruitfulness.

Thou through such a mist dost show us,
That our best friends do not know us,
And, for those allowed features,
Due to reasonable creatures,
Liken'st us to fell chimeras—
Monsters that, who see us, fear us;
Worse than Cerberus or Geryon,
Or, who first loved a cloud, Ixion.

Bacchus we know, and we allow
His tipsy rites. But what art thou,
That but by reflex canst show
What his deity can do,
As the false Egyptain spell
Aped the true Hebrew miracle?
Some few vapours thou may'st raise,
The weak brain may serve to amaze,
But to the veins and nobler heart
Canst nor life nor heat impart.

Brother of Bacchus, later born,
The old world was sure forlorn
Wanting thee, that aidest more
The god's victories than before
All his panthers, and the brawls
Of his piping Bacchanals.
These, as stale, we disallow,
Or judge of thee meant: only thou
His true Indian conquest art;
And, for ivy round his dart,
The reformed god now weaves
A finer thyrsus of thy leaves.
Scent to match thy rich perfume
Chemic art did ne'er presume
Through her quaint alembic strain,
None so sovereign to the brain.
Nature that did in thee excel,
Framed again no second smell.
Roses, violets, but toys,
For the smaller sort of boys,
Or for greener damsels meant;
Thou art the only manly scent.

Stinking'st of the stinking kind,
Filth of the mouth and fog of the mind,
Africa, that brags her foison,
Breeds no such prodigious poison,
Henbane, nightshade, both together,
Hemlock, aconite—
Nay, rather,
Plant divine of rarest virtue;
Blisters on the tongue would hurt you.
'Twas but in a sort I blamed thee,
None e'er prospered who defamed thee:
Irony all and feign'd abuse,
Such as perplex'd lovers use
At a need, when in despair,
To paint forth their fairest fair,
Or in part but to express
That exceeding comeliness
Which their fancies doth so strike,
They borrow language of dislike;
And, instead of Dearest Miss,
Jewel, Honey, Sweetheart, Bliss,
And those forms of old admiring,
Call her cockatrice and Siren,
Basilisk, and all that's evil,
Witch, Hyena, Mermaid, Devil,
Ethiop, Wench and Blackamoor,
Monkey, Ape, and twenty more:
Friendly Traitress, Loving Foe,—
Not that she is truly so,
But no other way they know
A contentment to express,
Borders so upon recess,
That they do not rightly wot
Whether it be pain or not.

Or as men, constrain'd to part,
With what's nearest to their heart,
While their sorrow's at the height,
Lose discrimination quite,
And their hasty wrath let fall,
To appease their frantic gall,
On the darling thing whatever
Whence they feel it death to sever,
Though it be, as they, perforce,
Guiltless of the sad divorce.

For I must (nor let it grieve thee,
Friendliest of plants, that I must) leave thee.
For thy sake, Tobacco, I,
Would do anything but die,
And but seek to extend my days
Long enough to sing thy praise.
But, as she who once hath been
A king's consort, is a queen
Ever after, nor will bate
Any tittle of her state
Though a widow, or divorced,
So I, from thy converse forced,
The old name and style retain,
A right Katherine of Spain:
And a seat too 'mongst the joys
Of the blest Tobacco Boys;
Where, though I, by sour physician,
Am debarr'd the full fruition
Of thy favours, I may catch
Some collateral sweets, and snatch
Sidelong odours, that give life
Like glances from a neighbour's wife;
And still live in the by-places
And the suburbs of thy graces;
And in thy borders take delight
An unconquer'd Canaanite.

CHARLES LAMB.

***

Retail Tobacconists in Austria.

MOBILE, ALA., November 2, 1902

DEAR MEDICINE MAN:

Will you kindly explain the system of retailing cigars, cigarettes and tobacco by the regie of Austria?

I. J. STANILAWS.

Answer

The sale is conducted through licensed agents, whose number is limited and whose location is prescribed, so that competition shall not prevent a lucrative business. The traffic is supervised by an official whose jurisdiction covers a specific territory subdivided among a number of assistants. The tobacco product is bought by the licensed dealers from these officials, and must be sold to the consumer at prices fixed by law, which yield to the seller about 10 per cent. profit from the cheapest and 5 per cent. from the dearest cigars. Hotels and restaurants, which seldom possess a license, must purchase tobacco of the licensed dealers and pay the same prices as individuals. They can fix their own price, however, which they do by adding 1 kreutzer (0.4 cent) to the legal price of a cigar or cigarette.

The cheapest domestic cigar costs 0.6 cent; the dearest 3.6 cents. The price for a thousand or a million is at the same rate. Each of the different kinds of cigars has a distinctive name.

***

An Early Description of the Tobacco Plant.

In compliance with the request of "Handsome Dan" of New Haven, Conn., I give the text of the description of the tobacco plant from Gerard's Herball, printed in London in 1636.

"Tobacco, or henbane of Peru, hath very great stalks of the bigness of a child's arm, growing in fertile and well dunged ground, seven or eight feet high, dividing itself in sundry branches of great length, whereon are placed in most comely order very fair, long leaves, broad, smooth, and sharp-pointed, soft and of a light green colour; so fastened about the stalk that they seem to embrace and compass it about. The flowers grow at the top of the stalks, in shape like a bell flower, somewhat long and cornered, of a light carnation colour, tending to whiteness towards the brims. The seed is contained in long sharp-pointed cods, or seed vessels, like unto the seed of yellow henbane, but somewhat smaller and browner of colour. The root is great, thick, and of a woody substance, with some thready strings annexed thereunto."

***

The Educational Value of a Scolding.

It was Charles Dickens who scolded us for our tobacco chewing habits, and the things he said undoubtedly did much to put a stop to what he called "those two odious practices of chewing and expectorating." In his "American Notes" he says:

"In the courts of law the judge has his spittoon, the crier his, the warder his, and the prisoner his; while the jurymen and spectators are provided for as so many men who, in the course of nature, must desire to spit incessantly. In the hospitals the students of medicine are requested by notices upon the wall to eject their tobacco juice into the boxes provided for that purpose and not to discolour the stairs. In public buildings visitors are implored through the same agency to squirt the essence of their quids, or 'plugs', as I have heard them called by gentleman learned in this kind of sweetmeat, into the national spittoons, and not about the bases of the marble columns. In some parts this custom is inseparably mixed up with every meal, and morning call, and with all the transactions of social life."

The national spit-boxes were indeed obnoxious to him, and assuredly he had some grounds for his resentment if the following may be accepted as a bare statement of fact. Writing on a canal-boat, on his way to the tobacco plantations at Richmond, he says:

"I was obliged this morning to lay my fur coat on the deck, and wipe the half-dried flakes of spittle from it with my handkerchief, and the only surprise seemed to be that I should consider it necessary to do so! When I turned in last night, I put it on a stool beside me, and there it lay, under a cross fire from five men—three opposite, one above, and one below."

***

Tobacco as a Cure-all.

The notion that tobacco is a valuable remedy for almost every kind of disease is very ancient. Whilst the great plague raged in London tobacco was recommended by the

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Frascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

faculty, and generally taken as a preventive against infection. Pepys records the following on the 7th of June, 1665:

"The hottest day that ever I felt in my life. This day, much against my will, I did in Drury Lane see two or three houses marked with a red cross upon the doors, and 'Lord have mercy upon us!' writ there; which was a sad sight to me, being the first of the kind, that to my remembrance, I ever saw. It put me into an ill conception of myself and my smell, so that I was forced to buy some roll tobacco to smell and chew, which took away the apprehension."

Further, it was popularly reported that no tobacconists or their households were afflicted by the plague. Physicians who visited the sick took it very freely; the men who went round with the dead carts had their pipes continually alight. This gave tobacco a new popularity, and it again took the high medical position accorded to it by the physicians of the French Court.

THE MEDICINE MAN.

Rain Damages the Crop in Cuba.

Sales in the Havana market during the week ending Oct. 25 have fallen apparently somewhat behind again, as only 5,000 bales were reported openly, although it is known that at least one house, if not more, have abstained from giving publicity to their transactions at the moment (for one reason or the other) and if these quantities were added, the grand total would be in excess rather than below the sales of the previous week. According to districts in round numbers 3,000 bales Vuelta Abajo, 800 bales Partido, and 1,200 bales Remedios changed hands while the destination was for the United States 3,000 bales, Havana cigar and cigarette manufacturers 1,300 bales, and for export to Europe 700 bales. The market closes very strong and advancing for all desirable goods.

The 1903 Crop.

The reports of damage by excessive rainstorms recently are of such an advancing nature from the Vuelta Abajo and Partido that all hopes for a temprano crop have to be abandoned, and, even if, in some isolated instances, a few farms should have escaped the general destruction wrought by the torrential rains, they could not possibly play any role to speak of. In some parts of the Vuelta Abajo and Semi-Vuelta districts, where the soil is of a more clayish nature, it is reported that from two to three feet of water had covered the ground. Even if this is exaggerated, nevertheless the young plants set out may be considered as lost entirely, and if, what is worse, the seedbeds also should have suffered, then it would require from six to eight weeks to prepare new seedbeds, sowing and getting the young plants to reach the necessary stage before they could be transplanted. While seedlings had been plentiful and cheap, comparatively speaking, it is now more than likely that prices will advance, and this would make the cost of raising the crop more expensive, not counting the time, labor and money spent so far as being irrevocably lost. The official reports from the weather bureau will only be published next week, still there are enough advices to hand from private sources to make clear that it is hardly possible that any mistake should have been made in estimating the damage done. This news naturally had the effect of stiffening the holders of the 1902 and previous crops in Havana, although prices are already at such a height that a further rise seems out of question, unless the dealers should make it prohibitory for the buyers to secure what they yet need.

While tobacco, generally speaking, is a fancy article which has no fixed and staple value, still there is a limit nevertheless, as it would be only a matter of calculating the cost of producing an article and the value it would sell for in the market, to decide whether the manufacturer could continue to purchase at a sure loss, or would have to buy some substitute, or keep his factory idle. That the latter extremity is resorted to only as the ultimate step of desperation stands to reason, but for the United States the choice of a substitute has been tried before and found to work in case of necessity, while the Havana cigar manufacturer is compelled either to work without the help of any substitute, or to shut down his factory. Most of the Havana dealers, however, remember the saying about not killing the goose that lays the golden eggs.

Arrivals in Havana.

From New York: A. Guedalia, of Guedalia & Co., A. Blumenstiel, of Blumenstiel & Co., Max Schatz, M. S. Cane, A. Wasserman, the big importer of Havana cigars, and Wm. J. Hazlewood. From Philadelphia: J. H. Boltz, of Boltz, Clymer & Co., and Herman E. Vetterlein, the well known tobacco broker.

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on **During the Month of December, 1902?**

(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3 00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest		$5,000 00	in cash
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00	"
To the	5 persons whose estimates are next closest	($1.000 00 each)	5,000 00	"
To the	10 persons whose estimates are next closest	($500 00 each)	5,000 00	"
To the	20 persons whose estimates are next closest	($250 00 each)	5,000.00	"
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00	"
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00	"
To the	100 persons whose estimates are next closest	($25 00 each)	2,500 00	"
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00	"
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00	"
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75.000.00	"
	35,213			
	35,213 persons		$142,500.00	

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates

(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 tax per M., for which stamps were purchased, appears below:

In December, 1900—467,092,208			In June, 1902—523,151,476
In December, 1901—479,312,170	In February, 1902—445,495,483	In April, 1902—516,835,163	In July, 1902—571,814,243
In January, 1902—496,983,717	In March, 1902—516,599,027	In May, 1902—523,035,907	In Aug., 1902—565,974,559

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.

Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

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Bridat, Mont'Ros y Cª
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Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers
of
Sumatra Tobacco
Cable Address:
"HERE."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

Departures.

B. Spector, of Spector Bros., Chicago, has left for his home.

Wedding.

Herr Heinrich Runken, present resident head of the world-famous house of H Upmann & Co., was married to Miss Rosa Wilson, a former society belle of Havana and well known in German social circles, Oct. 22. Owing to the recent death of the mother of the bride the ceremony was quietly performed before the German consul. Friends of the bride and groom are extending to the young couple their best wishes for happiness in the years to come.

Havana Cigar Factories.

Damp and rainy weather interfered somewhat with the operations of the factories, as the fillers would not dry well enough, still the Morro Castle alone carried almost 4 500,000 cigars thus showing that the demand is at its height and that orders are plentiful. H. Upmann & Co. again shipped 1,200,000 of the above quantity. Don Leslie Pantin will ship 250,000 cigars on Oct. 27, as he could not get his orders completed by the factories owing to the humidity, Ben Wasserman states that the demand for Havana cigars is increasing in the United States, and while he formerly could get through in one week he may now need three weeks to make his selections in the city of Havana of the different brands and sizes. He states that of fine and costly sizes all are alike in aroma, and that he would not give the palm to any particular factory, as they are all good. H. Upmann & Co., Suarez & Co., Henry Clay and Bock & Co., Ltd., H. de Cabanas y Carvajal, Romeo y Julieta, Ramon Allones, Behrens & Co., of the Sol factory, La Flor de Pantagas, High Life, Vitalia, and Reina del Prado are all having their hands full to keep up with the avalanche of orders that is pouring in upon them.

United States Cigar Manufacturers

B. Spector secured for his firm of Spector Bros. close to 1,000 bales of the finest Vuelta Abajo factory vegas exclusively, regardless of cost. Being in a hurry to get back to his factory in Chicago he could not have had a better commission merchant than Don Leslie Pantin. Don Ricardo A. Bachia, of Ruy Lopez fame, was likewise fortunate in finding such an excellent vega as the famous "del Rastro," and thus, with others secured 750 bales more of Vuelta Abajo factory vegas alone during his second purchasing expedition to Cuba this year.

Doings of Havana Commission Merchants and Leaf Dealers During Week Ending Oct. 25.

H. Upmann & Co. purchased 500 bales Remedios for one of their American friends.

Neuhaus, Neumann & Co. have their hands full in shipping cigars to the United States, Canada and Europe.

Sobrinos de Antero Gonzales sold 600 bales of Vuelta Abajo and Remedios tobacco.

Cano y Hno. disposed of 500 bales of Vuelta Abajo and Artemisa fillers.

Jorge, P. Castaneda & Co. had no trouble to find buyers for 300 bales of their fine tumbadero factory vegas upon arrival from their escojidas in San Antonio de los Banos.

Walter Himmel rarely lets a week go by without selling at least 100 bales, and this past one formed no exception, as he closed out 50 bales Vuelta Abajo and 50 bales Remedios.

Aixala & Co. delivered 300 bales Partido and 100 bales of new Remedios as fresh sales, besides whatever might be turned over upon old contracts.

G. Salomon y Hnos. had several sample orders for their fine old Remedios packings and 200 bales were the week's result. They are negotiating with several parties upon their Partido and Vuelta Abajo escojidas.

Garcia & Co. have done a big business the past fortnight, but will not name the number of bales sold during that period.

Jose Menendez has received the last lot of his Caimito escojida, consisting of 218 bales of as fine a vega of Partido as can be seen in the Havana market. He is selling in larger or smaller quantities from his stock every week.

Fernando Fernandez sold the famous vega of Hyronimo Lazo to the Havana Commercial Co., and amongst the 400 bales of which the vega consisted the two top bales fetched $1,000 each.

Florentino Menendez disposed of 100 bales of a Vuelta Abajo factory vega to an American buyer.

Bruno Diaz & Co. remain in the van of holders of Vuelta Abajo and Partido factory vegas, and sold 450 bales of both growing.

Sanchez & Cueto disposed of 350 bales of Vuelta Abajo fillers and wrappers to Havana and northern cigar manufacturers.

Arrivals of Tobacco from the Country.

	Week ending Oct. 25. bales	Since Jan. 1. bales
Vuelta Abajo	5,094	155,395
Semi Vuelta	642	10,348
Partidos	2,480	54,522
Matanzas	——	77
Santa Clara and Remedios	5,143	105,796
Sansiago de Cuba	62	122
Total	13,421	326,260

Trade-Mark Register.

Chickaree. 13,853.
For cigars, cigarettes and tobacco. Registered Oct. 28, 1902, at 10 a m, by E. Pereira, Philadelphia, Pa.

Arbitrament. 13,854.
For cigars. Registered Oct. 28, 1902, at 10 a m, by L. R. Brown, West Earl, Pa.

Teddy's Arbitration. 13,855.
For cigars. Registered Oct. 28, 1902, at 10 a m, by H. S. Souder, Souderton, Pa.

Royal Ribbon. 13,856.
For cigars. Registered Oct. 29, 1902, at 1 p m, by M. Kivatinos, Philadelphia.

Dunbarton, Sr. 13,857.
For cigars. Registered Nov. 1, 1902, at 9 a m, by The Jones Cigar Co., Elmer, N. J.

Dunbarton, Jr. 13,858.
For cigars. Registered Nov. 1, 1902, at 9 a m, by The Jones Cigar Co., Elmer, N. J.

Jonathan St. John 13,859.
For cigars. Registered Nov. 1, 1902, at 9 a m, by The Jones Cigar Co., Elmer, N. J.

Los Gogo. 13,860.
For cigars. Registered Nov. 1, 1902, at 9 a m, by The Jones Cigar Co., Elmer, N. J.

The Mayor's 48. 13,861.
For cigars. Registered Nov. 1, 1902, at 9 a m, by The Jones Cigar Co., Elmer, N. J.

Sparklin's 46. 13,862.
For cigars. Registered Nov. 1, 1902, at 9 a m, by The Jones Cigar Co., Elmer, N. J.

Red Men's Peace. 13,863.
For cigars. Registered Nov. 1, 1902, at 9 a m, by The Jones Cigar Co., Elmer, N. J.

REJECTIONS.

Arbitration, Miner's Victory, Sindia, La Flor de Alpha.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Havana Twins, La La Crooks, El Rosal Cubano, North Side, La Estatua de Porto Rico, Eldeeco, La Entrada de Porto Rico, Edmund Janes James, Carolus Magnus, Alvaro, Junilla, La Digna, La Petirosa, El Estivo, Armilla, Royette, El Valedor, Mascagni, Kraka-Nola, La Astra, The News Tribune Flyer, Paradise Chick, Radnor, Havanapole, Cubapole, Coonheads, Shefferetts. Uncle Enoch, Coquette, Portland 1905, The Five Step, The New Five Step, Denver The Beautiful, Pushball, Ruban Blen, Happy, Quaker City Ribbon, Kas Havakena, Sention, Quan's Magpie, La Calzada, Stewart Club, Post A. Cigar, Paula, La Almora, Way-Mark, La Havencia, Guarded Treasure, Camel Brand Guaranteed, El Clubites, Clubites, Flotera, La Folia Cubana, Wise King, Morock, Gem of the Mountains. Little Abe, La Modernia. Home Trade Cigars. Cuban Echo, Havana Burner, Paw Paw. Jack and the Beanstalk, Hylo, Donkey Rye, Kum Bak, Native, First Citizen, Ben Bey, Native Dad, New Haven B. U. T., Melo-Drama, Sunny Jim, Drummer's Pride, La Flor de Pio Pico, Princess Victoria, Norval Heights, Elka.

A Prosperous Havana Firm.

The old established and well known firm of Rabell, Costa & Co., of which Don Prudencio Rabell (better known as "El Marques de Rabell"), is the senior partner, holds a very fine and selected stock of about 12,500 bales of Vuelta Abajo, as well as some Remedios tobacco of the old and new crops. A good part of their Vuelta Abajo comes from the famed Remates section, although they also possesss about 3,000 bales of the not less well known Montezuelo tobacco, a leaf highly prized in the United States owing to its pronounced aromatic flavor, and which has always been actively sought after by most manufacturers in the north.

The cigar factories, "Romeo y Julieta" controlled by this firm, and "Ramon Allones" by Rabell, Costa, Vales & Co., are also well supplied with the choicest leaf that money could buy, consequently it is no wonder that they are turning out the finest cigars, and which connoisseurs have admitted to be the best to be found upon the market.

Both factories are working with full hands, and orders are coming in plentifully from the United States, as well as from Europe, which surely is an additional proof, if needed, that quality and workmanship must satisfy the taste of the legitimate Havana cigar smoker. As the firms of Rabell, Costa & Co. and Rabell Costa, Vales & Co. are jealously guarding their reputation of being at the head of the Independent Cigar factories in Havana, and spare no money to remain there, they will doubtless continue to enjoy the favors of the public in the years to come.

Decision Confirmed.

Justice Hall, of the New York Supreme Court on October 30, confirmed the award of $3,159 06 damages to S. Falk Sons against the American-West India Trading Co. for infringement of the plaintiffs' El Falcon brand, recently made by Referee Pomeroy, and gave Wise & Lichtenstein, the plaintiffs' attorneys, an extra allowance of 5 per ct.

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Embossed Flaps, Labels, Notices, etc.

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J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

Thos. L. Williams & Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co Corning, N. Y.: W. C. Sleight.

Laverge & Schneider, Havana Importers.

The attention of our readers is called to the full page advertisement of Laverge & Schneider, of 2 Burling Slip, New York, on page 2 of this week's issue of The Tobacco World. The firm announces that it has on hand its own importation of first and second capaduras of the 1900 and 1901 crops, Semi-Vuelta and Vuelta Abajo, and also a factory vega of firm Partido tobacco.

Laverge & Schneider, who are so well known as importers of Sumatra tobacco, are also large importers of Havana, which they are offering to the trade at attractive prices.

Sumatra by the Noordam.

The steamer Noordam, reaching New York from Rotterdam on Nov. 1, had on board the following consignments of Sumatra:

American Cigar Co.,	Bales, 502
E. Rosenwald & Bro.,	193
H. Duys & Co.,	131
A. Cohn & Co.,	92
Leopold Loeb & Co.,	32
S. Rossin & Sons,	28
F. & E. Cranz,	23
L. Schmid & Co.,	23
Herz Bros.,	11
Joseph Hirsch & Son,	8
Simon Auerbach & Co.,	7
Leonard Friedman & Co.,	5
Total,	1,055

Broke the Record.

Leonard A. Cohn, of A. Cohn & Co., broke the record when he bought at the last inscription of the 1902 season at Amsterdam the entire parcel, 450 bales, Deli My A, and the entire parcel, 510 bales, Deli My TS. This is the first time that an American house bought so largely at a final inscription. Mr. Cohn says these tobaccos are remarkably fine, especially the American marks.

A. N. Jacobs Married.

A. N. Jacobs, of the traveling staff of B. Feifer & Co., well known union label cigar manufacturers of New York City, was married on October 20, to Miss Rita Lehmann, daughter of Mr. A. Lehmann, a millionaire dry goods merchant of New Orleans.

Pioneer Tobacconist Dead.

James Patterson, of Plainfield, N. J., pioneer wholesale tobacconist of his section, who had accumulated a fortune in the business, was found dead in bed in his home in Scotch Plains on the morning of Nov. 1. Heart disease was the cause of death. He was active in political and fraternal organization affairs. A widow and three sons, George H., Charles F., and James A. Patterson, survive him.

THE LOCAL TRADE.

THE OPENING HINDERED.

The cigarmakers of Popper, Doddy & Jourdan, who opened a new factory at Marietta, Pa., have been idle for some little time, owing to the fact that they have not been able to secure a charter from the Cigarmakers' International Union to be established at that place. It was intended to operate a strictly union factory there. The men allege that the charter is being withheld in order to compel them to join the Lancaster Union.

ALTMAN'S NEW STORE.

A new cigar store has been opened this week at the S. W. corner of Sixteenth and Diamond streets by J. H. Altman, who is a brother-in law to Harry Hirschberg, of J. Hirschberg & Bro., leaf dealers. The place is being fitted out in a modern manner, and is to be well stocked with a full line of high grade imported Key West and domestic goods.

CHANGED HANDS.

M. Kavatanas has purchased the Manuel Garcia store at Sixth and Arch streets. Mr. Garcia has not been in good health for some time, and expects to return to Havana, Cuba, his native home.

PIPE LAYING IN PHILADELPHIA.

Morris Bondy, of Kauffman Bros. & Bondy, pipe manufacturers of New York city, has been visiting the Philadelphia trade this week. He has an unusually fine line of goods, and reports a very satisfactory business here.

FEELS GOOD AS HE TRAVELS.

A. S. Koch, of Dempey & Koch, is on a business trip through the South and West, and has sent in during the two weeks he has been out, some fine orders for the goods of his firm.

DOINGS OF THE U. C. S. CO.

It is understood that the United Cigar Stores Co. are already making some changes in the local management. Mr. Reed, formerly of Reed & Register, retail dealers in New York, who sold their business to the U. C. S. Co., is to take charge of the Philadelphia stores.

Some unique window displays are being made by them this week at the Eighth and Chestnut streets branch.

RESUMED HIS TRIP.

E. G. Dunlap, with Arguelles, Lopez & Bro., left on Saturday for the West to complete his trip which had been interrupted by his illness while in Cleveland.

BACK FROM JERSEY.

Louis Bacharach, of the El Basco Cigar Co., returned on Saturday

SOL. LOEB. S. S. SWARTZ.

Sumatra Tobacco

Since our announcement in this paper of several weeks ago, those who have

Tested and Used Our Tobaccos

have found them satisfactory, and in proof of this we have done a large business.

We have the largest line to select from, and will cheerfully submit samples and quote prices.

Loeb-Swartz Tobacco Co.

No. 125 North Third Street,

PHILADELPHIA.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

STATISTICS SHOW

A. COHN & CO.

import the largest quantity of Sumatra Tobacco

CONSEQUENTLY

THE MOST COMPLETE LINE

CONSEQUENTLY

THE SUMATRA HOUSE

Prices always reasonable. Write for samples to

A. Cohn & Co., 142 Water St., New York

from a successful business trip through Southern Jersey. His firm are very busy at present in getting Christmas novelties ready for the trade.

GONE WEST.

J. W. Madison, with Trujillo & Co., left this city on Monday night for the West, to be gone until December.

NEW PORTO RICO BRAND.

M. J. Dalton expects to place on the market shortly a new brand of Porto Rico cigars, made from the finest leaf grown on the island. They will be in several sizes, and will be sold from five cents up.

WILL TRAVEL SOUTH AND WEST.

J. W. Hulse, with Parham & Duff, has left for Washington and southern and western points, to be gone until the first of the year. Their sales on the Huckleberry Finn are very good, and he expects to increase them on his trip.

VISITORS.

John G Spatz, of J. G. Spatz & Co., Reading, Pa , stopped in Philadelphia last week on his way home from the South. Phil. Verplank, with Gonzalo, Mora & Co., was also in town this week.

Doings in the Leaf Trade.

Felix Eckerson & Co. report that the condition of A. E. Hertzog, their bookkeeper, who was injured some time ago by being thrown from a horse, is not improving as much as was hoped for, and that the physicians now have grave fears of his recovery.

They also report that they have not engaged Mr. Rubin as salesman, inasmuch as they are already pretty well represented in the trade.

G. W. Newman, of Young & Newman, reports the sale of 400 cases of Pennsylvania leaf.

K. Strauss & Co. figured quite conspicuously last week in the local market. They have been rather heavy purchasers lately of Connecticut and Onondago tobaccos. They also made a purchase of 1 000 cases of Zimmer Spanish recently.

Oscar Boehm, of Bremer Bros. & Boehm, have been quite aggressive lately. He has just covered York county, and is this week in Lancaster and vicinity.

Benj. Labe & Sons received on the steamer Morro Castle 160 bales of Havana, and report 389 more bales on the way.

M. B. Arndt, of J. Hirschberg & Bro., who recently returned from the West, will again leave for that territory this week, to be gone probably until Christmas.

Charles Martinez, with E. A. Calves & Co., who has had his business appetite whetted by some good sales lately, is rounding up a good year among Pennsylvania manufacturers.

Carl Haeusserman is spending this week in Reading and vicinity, in the interest of his father, L. G. Haeusserman.

Among this week's visitors were S. L. Johns, of McSherrystown, Pa., Julius Marqusee, New York, Frank Pulver, with Sutter Bros , New York, and Max Sondheim, of Leonard Friedman & Co., New York.

Narrigan was Surprised.

It has been said that H. D. Narrigan, the well-known jobber of this city, claims that his business career has been so full of vicissitudes that he thought nothing could surprise him any more. This, however, was proven last week to be a false idea, for, under the shrewd management of Mrs. Narrigan, a wedding anniversary and surprise was arranged on the 23d ult., which proved a complete success, and it has convinced Mr. N. of the surprising capacity of feminine art. A number of guests were invited, and of those in the trade who attended were Mr. and Mrs. Charles R. Miller, Mr. John P. Brown, a retail dealer, and F. B. Robertson, all of whom spent a most enjoyable evening with their genial host and hostess.

PHILA. LEAF MARKET.

There have been signs of increased activity in the local market during the past week, and trading has been more general than for some time past, showing a considerable improved condition over some weeks previous.

Among the transactions were sales of moderate sized lots of Wis-

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.
READING, PA.

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

HAVANA, CUBA.

RABELL, COSTA, VALES & CO.

Factory, 98 Galiano Street, *HAVANA, CUBA*

MANUFACTURERS OF

The Finest Havana Cigars

Sole Purveyors, by request, to the Royal House of Spain.

THIS FACTORY Being Independent is Enabled to GUARANTEE the QUALITY of its PRODUCTS

JAIME SERRABELLA,

Sole Representative of United States and Canada, 172 Front Street, NEW YORK.

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Gervasio 144-146, Havana.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

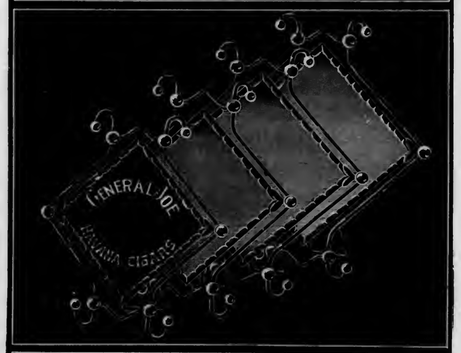
The American Cigar Mold Co.

Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

SEND FOR CATALOGUE.

PITTSBURG MIRROR & M'F'G. CO.

MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56.	STYLE 57.	STYLE 58.	STYLE 59.
MIRROR	6 inch.	7 inch.	8 inch.	9 inch.
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

518-520 Seventh Ave., PITTSBURG, PA.

consin, Havana Seed binders, Onondaga binders and Pennsylvania Broad Leaf, and one large jobbing house recently bought one lot of 1 000 cases Zimmer Spanish. As a result the trade has taken a more encouraging view of things, and expressions of greater confidence are being heard on every side.

The Sumatra situation is practically unchanged. Prices are being firmly maintained, and sales of moderate sized lots are being steadily reported.

Havana also is ruling high and firm, and an air of the fullest confidence is being shown by the holders.

EXPORTS.

Antwerp—76 hhds and 2 cases leaf, and 11 cases plug.

Liverpool—100 tons leaf.

New York Leaf Market.

The good fall business in the New York leaf market, predicted by The Tobacco World last spring, has supervened on schedule time.

The Sumatra houses are particularly well satisfied with ruling conditions. Large importers like A. Cohn & Co., E. Rosenwald & Bro., F. & E. Cranz, H. Duys & Co., Laverge & Schneider, Joseph Hirsch & Son, L. Schmid & Co., Rothschild & Bro., Sutter Bros., A. Blumlein & Co., Leonard Friedman & Co., Simon Auerbach & Co., G. Falk & Bros., S Rossin & Sons and others, are disposing of Sumatra in old time quantities. E. Rosenwald & Bro., for instance, sold 426 bales in one lot to H. Traiser & Co, and 154 bales to Breslin & Campbell, of Boston.

The Havana men are complaining that the only reason why they are not selling shiploads of tobacco at a clip is that they haven't got the goods.

The domestic tobaccos are moving freely and this is particularly true of the new Connecticut.

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

CIGAR FOREMAN NOW IN charge of a factory, desires to make a change; reference as to ability, character, etc., exceptional; competent to take full charge of any factory, city or country; speaks German and English; 20 years experience. Address FOREMAN, Box 92, care of The Tobacco World, Phila. 11-5-1t

FOR SALE —Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE—At Fifty Cents per Hundred, Five Thousand Cigar Bands for the Florodora Estimating Contest. Address K. C, care of Tobacco World, 11 Burling Slip, New York.

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8-6-tf

My Traveling Salesman for the Month of November.

This is the only traveling salesman that I have on the road. He tells you the prices, and I, S. Weinberg, of 120 North Third street, will be glad to show you everything he has to sell. Give me a call, and there you will find over 100 cases open for retail, and also examine the following goods that appear on this list:

SUMATRA.

1st Size, Fancy Boston Spotted	$3.30	1st Size, Medium	$3.00
1st Size, Light to Medium Spotted	3.00	1st Size, Dark	2.65

HAVANA.

1st Cap, High Aroma, Good Mixer	$1.35	2d Cap, High Aroma	$1.00
1st Cap, Vuelta	1 25	2d Cap, Good Mixer	80, 90, 1.00
1st Cap, Santa Clara	1.20	Havana Scraps	60
1st Cap, Remedios	1.25		

I have twenty cases Seed Wrappers open at retail.

CONNECTICUT SPOTTED WRAPPERS.

Fine Light Colors	$1.00	Light Colors	50
Medium	75	Medium	30
Light	75	Medium to Dark	25
Medium Light	60		

PLAIN CONN. WRAPPERS.

Extra Fine Medium	$1.00	Light to Medium	40
Extra Fine Light	1.00	Medium	35
Light Colors	75	Light	35
Light Colors	60	Light	30
Medium Goods	50	Medium	22
Light Goods	50	Medium	25
Medium to Dark	40		

CONN. BINDERS, OLD AND NEW GOODS.

Fine Light Binders	25	Conn. Havana Seed	18, 20, 22
Light Seconds	23	N. Y. State Binders Old Goods,	12, 14, 16, 18, 20
Medium, Binder and Wrapper	22	Wisconsin Bind's old and new	22, 25
Conn. Ground Leaf	16	Penn. Binders	18, 20

FILLERS.

Porto Rico Filler	35	Penna. Broad Leaf Fillers,	8, 10, 12, 14
La Aurora	35	" Havana Seed	15, 20
Gebhardt	25	Onondago, mild and sweet B's	16, 18, 20
Extra Fine Zimmer, in Size like Havana,	25, 28, 30	" Fillers	10, 12, 14
Larger Sizes Zimmer	18, 20, 22	Wisconsin B's	14, 16, 18, 20
Little Dutch	12, 14, 16, 18, 20, 22	" Fillers	8, 10
Pennsylvania Broad Leaf B's	16, 18, 20, 22	Old Conn. Fillers	12, 14, 16

Large Assortment of Pennsylvania Broad Leaf by the case lot.
All goods guaranteed to be satisfactory, or money refunded.

S. WEINBERG, 120 North Third St., PHILADELPHIA
Largest Retail Leaf Tobacco Place.

All orders by mail or phone are sent C. O. D., and are promptly attended to.
We sell you by the pound same price as case lots. Bell Phone, Market 38-88-A.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

J. K. PFALTZGRAFF & CO.

Manufacturers of
High-Grade Nickel
SEED and HAVANA
Cigars
York, Pa.

Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

H. H. MILLER,
Leaf Tobaccos

Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Shipping Station, East Earl.

H. L. WEAVER. E. E. WEAVER.

WEAVER & BRO.

Fine Cigar Manufacturers
Terre Hill, Pa.

ORDERS FROM THE JOBBING TRADE SOLICITED.

CIGAR BOXES of Every Description

Gold Leaf
Embossed Work

A. Kauffman & Bro., York, Pa.

A. K. MANN,

Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON. FRANK P. WISEBURN. LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84-85 South St., New York
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St; 138-138½ Water St.;
Telephone—13 Madison Square.
Main Office, 84--85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
Samples to Responsible Houses.

Cigar Molds

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the Latest and Up-to-Date

Cigar Mold Shapes

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer. We can save you money and please you at that.

THE STERNBERG MANUFACTURING CO.
1702-1712 W. Locust St., Davenport, Iowa.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of **Seed Leaf Tobacco** AND

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported **Leaf Tobacco**

YORK, PENNA.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000 Factories: **Cigars**

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Trade in Reading.

Reading, Pa., Oct. 31, 1902.

Thomas P. Moore, proprietor of the cigar store at 5th and Penn streets, celebrated his twenty-fifth anniversary in business on Saturday, Oct. 25. All day friends dropped in to greet him, and tele grams and letters of congratulation were received from many distant places. The store was decorated with palms, and at the entrance was a large cake of ice, on the inside of it being the announcement, in red letters, of the red letter day. Mr. Moore began arranging for his anniversary a year ago, but one feature of it was a surprise to him. It was arranged by Frank L. Custer, who has been with Mr. Moore since May 5, 1886. The latter always distributes among his patrons souvenirs when the occasion demands, and through a hint of Mr. Custer's quite a lot were secured for anniversary day. Yocum Bros. sent a bundle of cigar cases calling attention to the event, with their compliments, to be handed out to the patrons. John G. Spatz & Co. did the same; Lengel & Ernst, E. E Kahler, Roig, Langsdorf & Duquesne also sent souvenirs. The Cortez Cigar Co. sent a lot of buttonhole bouquets, which were pinned to the lapels of the callers. Mr. Moore distributed a neat little souvenir of his own in the shape of a little wooden man imported from Austria. The head can be taken off and used as a cigar holder. Mr. Moore started in business Oct. 25, 1877, at 506 Penn street, moved Feb. 14, 1886, to 501½ Penn street, and on July 1, 1893, to his present place. During his time, Mr. Moore has enjoyed much success in his business. Besides being a good tradesman, Mr. Moore is a minor poet, his muse doing no discredit even to his famous namesake. In his windows were examples of his poetic accomplishments, which reflected upon him no little credit, and were held in profound admiration by his less inspired friends.

Reading's first cigarette factory was opened at 228 Penn street, by G. Hollis & Co., last week, and bids fair to become one of the busiest industries here. The firm manufacture a special line of Turkish cigarettes for the trade at home as well as abroad. So great has become the demand for Turkish or Egyptian cigarettes, as some brands are known, that the members of the firm believe there is an excellent opening here for an industry of that kind. There are over 100 cigar factories here, large and small, employing anywhere from 2 to 400 hands, but this is the first firm to engage in the manufacture of cigarettes exclusively. About a dozen hands are employed at present, but the firm proposes to increase this force as soon as trade warrants it. The firm has already placed its goods on sale. They manufacture three grades, Nos. 1, 2, and 3, and the brand will be known as the Hes-Ra. This is the name of the Egyptian god of the sun and moon, and a picture of the same god of mythology is used as the trade mark on all boxes.

The Cigarmakers Union is busily engaged in circulating literature opposing non-union made cigars, and a special committee has been appointed to take charge of this work. In a circular sent out the Union says:

"The Cigar Trust has invaded our city. Not one of its cigars is made by a union cigarmaker. Union workmen will not be employed by this Trust unless you, the smoker, refuse to smoke the cigar which is the product of machinery and child labor. We, as union people, believe that the father should support the child, and not the child the father."

Lengel & Ernst report business good for this time of the year, and say that it is steadily improving. Last month their trade exceeded that of any previous month, and they now have enough orders on hand to keep them busy for some time. Their Floradelphia, a nickel cigar placed on the market a short time ago, is meeting with success.

A. S. Hartman & Son have moved their factory from the rear of 27 South Ninth street to the rear of their wholesale and retail tobacco store, 809 Penn street, where they were first engaged in the manufacturing business.

George L. Dengler opened a cigar and tobacco store at 1137 Franklin

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JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Best Workmanship The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

street on November 1. He has fitted out the place in a handsome manner. New shelving, counters and other fixtures have been placed in position, and the place will be known as the Park Cigar Store.

Frank Ream, cigar manufacturer. 527 Penn street, says he received an order for 10,000 of his Trades United and Eight-Hour brands. He is very busy at present.

George C. Frame, a former manufacturer here, has been appointed general sales agent for G. Hollis & Co., cigarette manufacturers, 228 Penn street. He has had many years experience as a salesman.

Cigar manufacturer John J. Roth has a large number of orders on hand and his factory is very busy at present. He runs a union factory, and reports trade good in every line. He expects to more than double his output for the year.

Latest News from York, Pa.

York, Pa., Nov. 3, 1902.

York leaf tobacco men are not complaining these days, as the quantity of tobacco sold from week to week is fully up to the average without any special boom to help things along. The volume of business during the past week was quiet, but steady, prices remaining firm and unchanged. The packers and warehousemen are getting ready to make arrangements for the new crop. The last cuttings will soon be cured, and classification will soon be in order. The weather conditions have been favorable for the curing of the 1902 crop, which is now beyond all dangers of shed injury, and is about ready for early stripping. So far there is no general buying of the crop. Here and there a few crops are picked up. That all the tobacco grown in York county will find its way into the hands of the dealers later on, there is no doubt, as the cigar product is growing to immense proportions, and all the good tobacco in the county will be needed. R. D. Zech, buying agent for S. L. Johns, is keeping his eyes open and will be heard from later in the season.

October, 1902, establishes the record for receipts at the York office of the Ninth Pennsylvania Internal Revenue District, and shows conclusively that there is a decided increase in the cigar and tobacco business, as has been declared previously in The Tobacco World. The increase is due mainly to the sale of cigar stamps, which is an indication of the great improvement and enlargement in the manufacture of cigars, and which adds so much to the general industrial interests of the city of York and York county. The total receipts for the month of October for beer, liquor and tobacco stamps aggregated the amount of $115 403.64. This is an increase of $7,297.56 over the receipts for the corresponding month of October, 1901, and an increase over the preceding month of September, 1902, of $5,609.00.

The York Standard Leaf Company has changed proprietors. B. F. Abel, of Hellam, Pa., a well-known cigar manufacturer, has purchased from Mr. I. B. Hostetter a half interest in the business, and hereafter the business will be conducted under the firm name of Hostetter & Abel.

Walter Hostetter will manage the York end of the business for the new firm, while Mr. I. B. Hostetter will devote his full time to the raising of "Shade Grown Sumatra," and packing Pennsylvania tobacco.

Jay S. Hostetter, formerly with this house, will engage in the leaf business on South Water street, dealing in Connecticut wrappers and binders, Pennsylvania tobaccos and "Shade Grown Sumatra," making a specialty of the latter. All four of the above parties are well known in the tobacco business, and there is no doubt but what they will be successful in their new venture.

E. F. Zercher, who has been in the employ of Mr. Hostetter for the past fifteen years, has gone to New York City, where he has secured a position with Sutter Brothers, leaf tobacco merchants.

The demand for York county cigars is so great that most of the factories in this city, Dallastown, Red Lion, Yoe and Hanover, are working until 10 o'clock at night. Cigarmakers are still in great demand; 500 of them could easily find employment in the factories in this city and vicinity if they would put in an appearance just now.

A strike occurred at the Yorkana cigar factory, Alexander Dietz, manager, last Wednesday. Forty cigar makers demanded that they be given an increase of two cents a hundred for making scrap filler cigars. Mr. Dietz not feeling that business would permit the concession of the demand, courteously refused to grant the measure. The men then walked out of the factory and held a conference. They finally realized that they could not accomplish anything by prolonging the strike, and resumed work at noon at the old rate 18 cents per hundred.

A. Kauffman & Brother, the leading cigar box manufacturers in York, have so many orders booked for boxes that their factory is kept in operation every evening during the week until nine o'clock.

Mr. S. L. Johns, the leading tobacco packer in this section of the country, is having a private telephone line built from the Hanover and Gettysburg line to his office in McSherrystown.

Jacob Mayer & Bro., the leading cigar manufacturers of North York, are exceedingly busy these days. Many orders are on the books for their high grade cigars. The firm is advertising for cigarmakers and for girls to learn to roll.

George J. Kebil, a well-known cigar salesman, has leased the Globe Inn, one of the best hotels in Gettysburg, and will assume the duties of landlord April 1 next. Mr. Kebil intends to remodel the building and instal steam heat and other modern improvements.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by ____ Name
____ Street,
____ City ____ State.

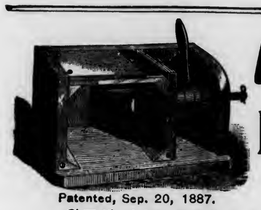
Imports and of Cigars Leaf Tobacco

FROM HAVANA

Per steamers Esperanza and Morro Castle.

CIGARS	
Park & Tilford, New York	53
Acker, Merrall & Condit, New York	33
Havana Tobacco Co., New York	19
G. S. Nicholas, New York	17
R. & W. Jenkinson Co., Pittsburg, Pa.	16
D. Osborn, Newark, N. J.,	12
B. Wasserman Co., New York	11
M. A. Gunst & Co., San Francisco	8
Duncan & Moorhead, Philadelphia	8
Waldorf Astoria Segar Co., New York	7
Calixto Lopez & Co., New York	5
Geo. K. McGaw & Co., Baltimore	5
Best & Russell Co., Chicago	5
Labold & Newburgh Co., Cincinnati	4
Esberg-Gunst Co., Portland, Ore	4
Goldberg Bowen & Co., San Francisco	4
Grommes & Ulrich, Chicago	3
Niles & Moser, Kansas City	3
G. W. Faber, New York	3
M. Blaskower & Co., San Francisco	3
Reymer & Bro., Pittsburg, Pa	2
Macy & Jenkins, New York	2
H. B. Grauley, Philadelphia	1
A. F. James, Philadelphia	1
Showell & Fryer (Ltd) Philadelphia	1
C. B Perkins & Co., Boston	1
L. G Deschler, Indianapolis	1
T. Wright & Co., St. Louis	1
Total	233
Previously imported	7,871
Imported since Jan. 1, 1902,	8,104

LEAF TOBACCO	bales
American Cigar Co., Petersburg, Va.	1,500
S. J. Davis & Co., New York	570
J. Bernheim & Son, New York	318
Ron Fernandez Cig. Co., Duluth, Minn.	246
Weil & Co., New York	201
Theobald & Oppenheimer Co., Phila,	173
E. Hoffman & Sons, New York	162
Sartorious & Co., New York	144
A. Pazos & Co., New York	134
E. A Kline & Co., New York	100
Lozano, Selgas & Co., New York	97
I. Bijur & Son, New York	73
S. Auerbach & Co.. New York	55
J. F. Portuondo Cig. Mfg. Co., Phila.	55
E. Rosenwald & Bro., New York	45
Order	45
R. Suarez, Chicago	43
K. Straus & Co., Philadelphia	41
Loeb-Nunez Havana Co., Philadelphia	40
M. Atak & Co , New York	40
M. Gans & Co., New York	38
Hamburger Bros. & Co., New York	37
Waitt & Bond, Boston	37
I. Garcia, New York	35
G. W. Sheldon & Co., New York	35
L. W. Scott & Co., Boston	33
L. Friedman & Co., New York	32
F. Miranda & Co., New York	25
W. Taussig & Co., Chicago	25
Simon Batt & Co., New York	20
C. R. Goldsmith & Co., New York	20
M. Stachelberg & Co., New York	20
D. H. Delmonte, New York	10
O. Malchow & Co., New York	6
A. Gonzalez & Co., New York	4
G. W. Faber, New York	3
Total	4.459
Previously reported	102,793
Imported since Jan. 1902	107,252


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press

Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871.
PROSPERITY DAY
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited. Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf ***TOBACCO***
We have a few **B and C Fillers** left of the 1900 crop.
EAST PETERSBURG, PA.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

ESTABLISHED 1865

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA.

CROOKS PREY ON CIGAR MEN.

Remarkable Operations of a Spanish-Speaking Gang in New York City.

MANUEL F. MARTINEZ THEIR CHIEF.

Resourceful and Dangerous Men, Every One of Them.

A very resourceful and dangerous gang of Cuban, South American and Portuguese crooks has been operating in New York, Schenectady, Buffalo and other cities for the past sixteen months. While everything was grist that came to their will, their chief victims have generally been Cubans and Spaniards engaged in the manufacture or sale of cigars. They understand and have operated almost every system of thieving known, from the badger game to forgery, and even up to murder. Their chief is believed to be one Manuel F. Martinez. Martinez speaks English perfectly and Spanish with a strong Portuguese accent. His address is said to be gentlemanly, though not pleasing. He does not wear well as an acquaintance, say those who have known him longest and who have suffered from his skill at roguery. This man came to New York about sixteen months ago. His first victim, and the victim upon whom he imposed himself for the longest period, was the cigar manufacturing firm of F. Rodriguez & Co., of 269 Pearl street. Martinez represented to Mr. Rodriguez that he was the owner of certain lands in Cuba which were taken by the Central Railroad Company of Cuba, of which Sir Wm. Van Horne, is president, and of whose board of directors Levi P. Morton is a member. He said that he was to get an award of $18,000 from the Spanish Commission for losses which he had sustained through the war in Cuba He showed documents, apparently all properly signed and attested, from the Commission in Washington, from the Secretary of State of the United States, and from the Chamber of the Vice President of the United States acknowledging the justice of his claim. The paper from the Secretary of State was either a marvelous piece of forgery, as the signature of John Hay at the bottom of it undoubtedly was, or the gang must have means of getting at the stationery of Secretary Hay. The only paper Martinez flashed upon the members of the firm of F. Rodriguez & Co. which apparently aroused suspicions was that written on the stationery of the Vice President of the United States. This purported to be signed by "Victor" Hobart, and, of course, no "Victor" Hobart has ever been Vice President of the United States. Martinez sought, through the use of the papers above enumerated, to secure a partnership interest in the firm of F. Rodriguez & Co. The firm, felt so confidant that their new associate's $18,000 would shortly be forthcoming that they permitted him to draw money. During the fifteen months he was with them he got away with altogether $2,600 of their funds and kept for himself, besides, $575 which he got for some of their cigars which he sold. Moreover, he swindled A. D. Killhefer, proprietor of the Eureka Cigar Factory, of Millersville, Pa., out of $750 worth of cigars which were sent to him on his own name, but to the address of F. Rodriguez & Co. After Martinez disappeared on February 12, 1902, 5,000 cigars sent to him by Mr. Killhefer were returned to that gentleman.

While Martinez was operating from the premises of F. Rodriguez & Co. he made, in his capacity of "partner," certain remarkable statements to Bradstreet's and R. G. Dunn & Co. He was altogether a very unusual criminal. He told a number of people that he was a brother of Luis and Rafael Martinez of the well-known Martinez-Hedesa Co., cigar manufacturers, and he also ventured experimentally as it were, to get into the good graces of Mr. Charles Fox, of F. Miranda & Co., with the obvious intention of robbing that gentleman, but he desisted before making the actual "touch."

In the fall of 1901, Martinez went to Cuba, returning on election day. Previously he had cabled from Havana that he had settled with the Central Railroad Company, of Cuba, and when he landed from the vessel at New York he told F. Rodriguez & Co. that he had brought with him a 30 days draft for the $16,000 Sir Wm. Van Horne's company had paid him for his "property," and that as soon as he got his money he would pay the firm for his partnership interest. A day or two later he announced that through a "stupid" blunder of somebody in Havana the draft was a 60 days draft instead of a 30 days one. It was really very unfortunate, he said, but it would be all right at the end of the 60 days. When the 60 days had rolled round, however, Martinez told F. Rodriguez & Co. that his wife objected to investing money in the firm. She was seen by a representative of the firm, at her home on 25th street between Third and Second avenues, and after declining to pay for an interest promised to repay the $2,600 her "husband" had drawn. She never did, however, and a number of saloon and restaurant keepers on Pearl street are out various sums of money, from $10 to $100, which they had advanced to Martinez when he flashed before them a bank book which purported to show that he had just deposited $12,000 in one of the down-town banks. On February 12, 1902, Martinez, without repaying one penny to F. Rodriguez & Co., disappeared. His whereabouts since that time are unknown, but that so plausible and nervy a criminal as he is bound to bob up again somewhere is, what the logicians call almost a metaphysical certainty.

HOTEL GUESTS BADGERED.

The gang of which Martinez is the reputed head had their domicile on the streets from 18th to 25th and from Fourth avenue to Second avenue. Members of the gang have infested the Hotel America, at 15th street and Irving Place, whose patronage is made up largely of Spanish speaking people. At times the gang has broken into the rooms of guests and carried off their valuables, but their commonest practice was to lure the men guests to some flat or room where they worked the badger game on them with the assistance of their women confederates. The gang was far more cruel and insatiable than most badgers, for they beat and pummeled their victims and sent them back to the Hotel America frequently in rags, and sometimes almost literally naked. The police of New York city have not troubled themselves greatly over the operations of the gang. No women members of the gang have been arrested, and it is possible that but for a mishap to Juan Sabater, one of the members of the gang, on the afternoon of October 25, the gang would still be at work. Sabater and two confederates, named respectively Roberto Otega y Rodriguez and F. Fuentevilla, had gained access to the offices of Manuel Menendez, a cigar manufacturer, in the Beekman Building at Pearl and Beekman streets. It being a Saturday afternoon, Mr. Menendez had locked up his place at 2.15 o'clock, and had gone home. Previously to October 25, Mr. Menendez had been robbed of 3,000 cigars, and he had requested John Ratchford, the janitor of the building, to keep a watch on the premises. Ratchford was standing in the hallway at 5.30 o'clock when he saw three men, obviously Cubans, enter and walk upstairs instead of taking the elevator. Ratchford waited a minute and then followed them, and was just in time to see them enter Mr. Menendez's door on the second floor. One of the men had a key which unlocked the door. Ratchford listened outside until he heard enough to convince him that the place was being robbed. Then he got an assistant, and together they made a rush at the door to break it open.

As the door flew open two of the men, Rodriguez and Fuentevilla, ran out past Ratchford and his assistant, while the third, Sabater made for the window leading to a fire escape. Ratchford went after him and Sabater, seeing that he was pursued, and coming to the end of the fire escape on the first floor, leaped off. In jumping his head grazed the elevated railway structure. He fell on the sidewalk, and his groans brought a crowd. In the meantime Rodriguez and Fuentevilla had dashed downstairs and out before anyone could stop them. Sabater was carried into the vestibule of the building. One of his legs was broken and he had a cut in the back of his head. As Ratchford was standing over him waiting for the police he saw a man come up and join the crowd that stood about looking on. Ratchford recognized him as one of the two who had got away and yelled to the crowd to grab him. The man showed fight and was being used rather roughly when detectives

P. L. Leaman & Co.

Packers and Dealers in ***LEAF TOBACCO***

145 North Market Street,

Lancaster, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade

Seed and Havana

CIGARS

Lancaster, Pa.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

F. E. Eberly,

Manufacturer of High-Grade **Union Made CIGARS**

Stevens, Pa.

A. C. FREY, Red Lion, Pa.

MANUFACTURER OF

FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor

CIGARS

are an American product of rare excellence. They retail at **Five Cents**, and afford the dealers a good profit.

Manufactured by

A. W. ZUG,

East Petersburg, Pa.

Sold to wholesale and jobbing trade only.

Quality Recommends my goods.

Mount Joy Cigar Co.

Mount Joy, Pa.

Wholesale Manufacturers of

Seed and Havana Cigars

Made exclusively from the

BEST OLD RESWEATED Cigar Leaf.

Samples free to responsible houses.

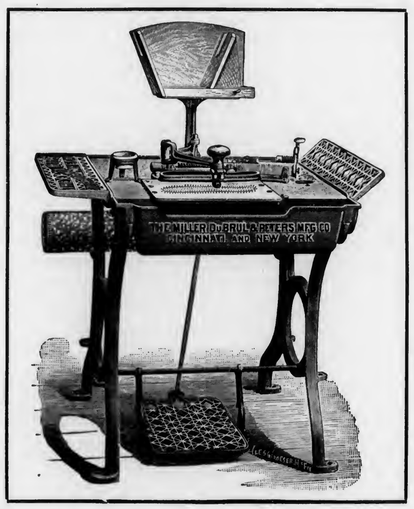
Write for prices.

THE TOOL OF ALL TOOLS

As a progressive cigar maker, you are naturally interested in the tools which will increase your output, better its quality, and reduce its cost per thousand.

We want to assure you that the DuBrul Dieless Suction Table is the tool of all tools—the latest and most important development in cigar making equipment.

There isn't any doubt about the value of the Suction Table. The Suction Table is not a machine in the strict sense of the word, but a tool.



A machine cannot make good cigars. It takes brains and that is one thing you can't get from mechanical source.

A machine cannot fit a wrapper properly to the bunch, nor put a really good head upon a cigar. A machine does the same thing over and over again without regard to the condition of the bunch, and no two bunches are likely to be precisely identical in size and conformation.

To make a good cigar you want hand-work, and the Suction Table gives you hand-work, done quickly and easily, but satisfactorily. It gets more wrappers out of the stock, stretches them better and enables the operator to make a better looking job and put on a wrapper that won't have pockets and won't unroll when smoked.

The objection to Suction Tables has always been the dies and rollers. It takes time and money to keep a set of dies and rollers doing decent work, and, as the tendency is always toward dullness, a certain percentage of wrappers will always have a white streak at the edge, another percentage will be ruined by being picked up by those rollers, and still another percentage will be ruined by bad cutting on the mashed ends of any die.

The DuBrul Dieless Table does away with all this—removes every possible objection to a Suction Table.

The cutting is done by a circular knife which needs no adjustment and is easy to keep sharp. You always get a good, clean edge. After the cutting is done, the knife is swung back out of the way so that the operator can have clear sailing, just like the ordinary board. This induces palm-work instead of finger-work and simplifies cigar rolling so that the operator learns very quickly to turn off much more and better work than could otherwise be done.

The increased output and better looking cigars, and the saving in wages soon pays the cost of the DuBrul Table and you have a money-maker and a money-saver that can always be depended upon to do good work for you, without constant annoyance and distraction of the foreman from his duties of superintendence.

There may arise in your mind certain questions you would like to have answered about this Table. Why not write those questions as they occur to you and send them to us? Our answer will interest you.

And if you won't have anything but a Die Table, look into the merits of our machine, "die beste was es giebt" of that kind. You can see both styles at our office.

Ask for Booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street, CINCINNATI, OHIO

1 Madison Avenue, NEW YORK CITY

Murphy and Roberts of the Oak street police station came up. The fighting man, who proved to be Rodriguez, was arrested, and Sabater was taken to Bellevue Hospital.

In Mr. Menendez's office the police found four packages of cigars which the three crooks had evidently been preparing to carry off. The cigars in them were worth about $500. Fuentavilla escaped, and has not yet been arrested.

Rodriguez was brought before Justice Flammer at 2.30 o'clock on October 31. His case was sent by the Magistrate to the Court of General Sessions. Sabater is under guard in Bellevue Hospital.

A fifth member of the gang whose villainies are being related is one A. Guzman. Guzman is at large. He is wanted in Cuba for murder, and in New York he has participated in burglaries, forgeries, confidence games and other acts of scoundrelism. The gang deemed no man too poor to be robbed, but they have a list of every down town Cuban cigar factory in New York, and among their prospective victims were M. Lorente & Co., Candido Ladrero & Co., Perez Rodriguez & Co., and others. One night last winter they broke into the little La Palma Spanish restaurant, on Pearl street between Maiden Lane and Cedar street. One of them must be rather a good cook, for the appearance of the kitchen the next morning showed that he had made a fine omelet and other dishes. The thieves nearly wrecked the place, and before leaving carried off every cigar on the premises, wrapped up in the proprietor's lace window curtains.

MR. MENENDEZ RECOVERS SOME LA DEIDADS.

The thieves who were caught in Mendendez's place on October 25, sold the cigars which they had stolen on the previous raid to saloon and restaurant keepers on Third avenue. Mr. Menendez's leading brand is La Deidad, a high grade clear Havana cigar, which sells at $130 a thousand. The thieves got $50 a thousand for them. Mr. Menendez traced a number of boxes to a well-known restaurant in Third avenue between 14th and 15th streets, where they were being retailed at two for a quarter, and he has succeeded in recovering some of them.

The police of New York City, however, take no very great interest in the case.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The United State Department of Agriculture, in their report of the condition of the crops of cigar leaf, gives the following estimates: For New Hampshire, 97 per cent., Vermont, 95 per cent.; Massachusetts, 95 per cent.; Connecticut, 94 per cent; New York, 83 per cent.; Pennsylvania, 90 per cent.; Wisconsin, 91 per cent.; Ohio, 90 per cent.

The only fear the grower of late tobacco has is of losing some by freezing. The time for pole sweat has passed, but probably many late crops show some green leaves yet, as well as fat stems, so good drying weather is needful. How much damage will result from pole sweat we have no means of knowing, as the growers are very reticent in speaking of it. Our advice to those having pole sweat leaf is to sort it carefully out and tie it up by itself, and not attempt to sell it with the sound leaf. If loss or damaged leaf is found it is the grower's loss. And the grower or the one who buys it has got to remove it, and the grower can do it for half what the buyer will do it for. We recall an instance that we learned of last fall. A grower of 15 acres of Havana seed found that he had a large quantity of pole sweat. He had sold early at 21c in the bundle. He realized the conditions and set at work to sort out the pole sweat. Then the packer took the crop, minus the pole sweat, at the price agreed upon.

Our correspondents write:

Conway: "I have no news to write only buyers are looking around for old crops, but, as they are not sampled, they don't buy. Very little stripping has been done, yet the crop is a good one."

Hinsdale, N. H.: "Some are taking down and stripping their tobacco and find it sound and good. There are several lots of the 1901 crop in the growers' hands. So far, no buyers for the 1902 crop."

Windsor, Ct.: "Westfield packers have recently purchased two or three crops at about 25c in the bundle, and the American Tobacco Company have bought eight or nine good crops in the bundle at from 22 to 23½c. Those who sold to this company last year have only good words for their honorable methods of dealing."

Amherst: "Quite a number of our farmers are waiting for an opportunity to get their tobacco down, as they are anxious to get it stripped before the cold weather comes upon us."

Montague: "A few have begun to strip their tobacco. We never had a sounder and better crop than we can show this year. No sales as yet."—American Cultivator.

York Standard Leaf Co.
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Packer and Dealer in **Leaf Tobacco**
No. 12 South George Street,
'Phone—Long Distance and Local YORK, PA.

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We have them in large variety. Send for samples.
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Lumber, Labels, Edging, Trimming,
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BALDWINSVILLE, N.Y.

There has been no activity in the local market during the past week. There have been no sales reported of the new crop in this section. The American Cigar Co. during the last 10 days have been buying in the Big Flats district and are reported as having bought 1,000 cases at prices ranging from 9 to 13 cents in the bundle.—Gazette.

MIAMISBURG, OHIO.

The search for remnants of the 1901 Zimmer is diligently pursued, and occasional deliveries are still in evidence. The manufacturer's test has fully demonstrated the prime quality of this crop, and local packers are experiencing a strong demand for the same, several at nearby points having recently closed out their holdings at a satisfactory figure.

The weather of the past few weeks has quieted all fears of damage in the new crop from pole rot, and farmers will soon make preparations for stripping.

A local buyer is announcing that he has already contracted for a crop of 1902 at 10c for Zimmer and 8c for seedleaf, but as his verbal report last year was somewhat premature, and flatly contradicted by the farmer, it will be prudent to accept his latest statement with a few grains of allowance.—News.

EDGERTON, WIS.

The buying movement is slackening up somewhat, principally because the crop is getting pretty well gathered up in most localities, and the hunting out of scattering lots requires a large amount of riding with small results. Prices hold up well and when the quality of the goods is considered range above that paid for the early selections.

The balance of the 1901 crop remaining in growers' hands is also being quietly lifted and quite generally at prices that permit of its being exported.

The report of the sale of a few small packings of last year's crop has reached us. Colony & Scofield of Evansville, sold about 500cs to John Brand & Co., who also bought 117cs of Edwards Bros., of McFarland.

There is but little change in the condition of the cured leaf market. F. S. Baines is credited with the largest transactions of the week, having sold 607cs of 1900 and 1901 to eastern parties. L. B. Carle & Son have disposed of a 100cs lot of 1900. A local packer also reports the sale of a 100cs lot to export.

Shipments 1,009cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Our receipts this week were 2 hhds; offerings on the breaks, 20 hhds; sales, 120 hhds.

Market firm and unchanged. A few little speculative lots of Lugs appeared this week; they were very common but found ready sale at full prices.

Warehouse stocks are now very small. The last cuttings of the tobacco are about cured, but the weather has been too dry for examination of the barns. As soon as rains fall an effort will be made by the leaf dealers to open the loose tobacco market.

We had our first killing frost on the morning of the 29th.

Quotations:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good	9.50 to 10.50

HOPKINSVILLE, KY.

M. D. Boales.

The market past month has been quiet, but firm, at the low prices ruling for the medium, good and fine leaf which the stocks largely are and will be scarce in new crop now housed and cured, and is a nice brown color, will average short in leaf and short in pounds. Some say not over half of last year's crop, but I think will be 60 to 70 per cent. Buyers are examining and locating best crops. Prices not yet opened. Planters asking last year's price and will be slow to move at less value on account of shortage.

Lugs-Com. 4¼ to 5¼c; Med., 5¼ to 5¾c; Good, 5¾ to 6¼c Fine, 6¼ to 6¾c

Leaf—Com., 6¼ to 7¼c; Med., 7¼ to 8½c; Good, 8½ to 10½c; Fine, 10 to 12½c.

Spinning Leaf, 7 to 10c; Cigar Wrappers, 8 to 11c; Plug Wrappers, 9 to 12½c.

MONTHLY REPORT—OCT.

	1902	1901
Receipts for mouth	5	80
" " year	11,810	12,405
Sales for month	386	488
" " year	10,288	11,664
Shipments for month	918	664
" " year	12,259	13,756
Stock on sale	843	823
" sold	1,543	758
" on hand	2,360	1,581

NOTE—Stock on sale last year 823 hhds, with large, fine crop to market, while this year the stock on sale only 20 hhds. more with a small crop to market.

A. M. SHEPP,
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Cor. Court St. & Newton Av.
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Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

Results of the Inscriptions of 1902.

Details of the disposition of the 227,511 bales of the Sumatra crop of 1901, at Amsterdam and Rotterdam have been received from Schaap & Van Veen, and J. H. A. Gebing of Amsterdam, respectively. The following table gives the name of the planter, the quantity of bales sold, and the price in Dutch currency which it brought at the inscriptions:

	Bales	Cents Dutch
Amst. Deli Co.	10,976	111
Amst. Sum. Cult My	1 646	67
Asahan Plantage My	499	75
Asahan Tabaksbouw My	555	92
Asahan Tab. My. 'Silau'	1,132	39
British Del & Langkat Tob. Cy.	5,442	82
Deli Batavia My	9,373	108
Deli Bedagei Cult. My	1,035	76
Deli Cult. My	6 723	69
Deli Langkat Tabak My	2,502	80
Deli My	53.449	116
Deli Padang My	960	65
Deli Plantage My	1,960	55
Deli Tabak My	1,802	44
Lampong Cult. My	228	49
Langkat Cult. My	1,763	109
Langkat Plantage My	389	23
Langkat Tabak My	3,830	101
Langkat Tab'bouw My	1,092	36
Medan Tabak Maats	7,783	87
Nieuwe Asahan Tab. My	10.716	—
Padang Cult. My	1,228	118
Padang Tabak My	1,955	83
Paya Jambu Co.	2,000	92
Ramoenia Cult. My	1,857	48
Rotterdam Deli My	5,268	97
Rotterdam Serdang My	353	57
Senembah Cult. My	1,488	68
Senembah My	12,599	95
Serdang Tabak My	4,195	64
Shangai Sum. Tob. Co.	3,310	92
Sumatra Cult. My	2.432	86
Sumatra Plantage My	756	51
Sumatra Tob. Plan. Cy	974	100
Sum. Tab. Gesellsch. "Tandjong Kassau"	935	52
Tab. My. Arendsburg	12,563	98
Tab. My. Franco Deli	3,839	78
Tab. My. Kwala Pessilam	1,925	84
Tab. My. Langkat Soekaranda	1,939	80
Tab. My. Namoe Djawi	1,017	77
Tab. My. Ramboeng	801	78
Tab. My. Sakoeda	1,343	54
Tab. My. Soengei Bedjankar	552	88
Tab. My. Tandjong Koeba	1,141	59
Tab. My. Tjinta Radja	3,729	86
United Lankat Plan. Co.	9,033	114
A/Deli	9	52
D/Deli	211	21
B S Deli	105	28
G/Deli	380	61
J H M/Deli	3,413	79
J L/B/Deli	609	54
K R S/Deli	45	23
JL/Pakaran/Deli en L/Deli	1,904	135
L E/Deli	500	70
L R/Deli	71	26
L T/Deli en K G/Deli	129	28
M & S/Deli	1,005	70
R/Deli	251	27
S/Deli	64	20
S M/Deli	8	25
S & R/Deli	4.296	91
Tador/Deli	509	79
P/Deli	140	41
P k/Deli	76	72
V/Deli	85	14
Deli/Ma	599	61
E/Deli	45	24
B/Langkat	2	25
C/Langkat	418	15
B M/Langkat en Q/Langkat	1,994	81
D L/Langkat	637	66
D S/Langkat	220	14
F I/Langkat	135	33
G E/Langkat	3.300	123
K K & Co. Langkat en L/Langkat	523	69
M & K/Lankat	954	107
S/Langkat	366	44
R S/Langkat	48	18
B S	9	26
S T/Penang Sore	118	29
V H/Havana	5	22
Kortgoed	3 241	25
Total	227,511	94

The following table shows the total value of the Sumatra crop since the beginning of the culture in 1864:

Crop	Number of Bales	Approximate avge. sales price in Dutch cts. per lb.	Approximate total valuein Dutch Cy.
1864	50	48	4,000
5	189	149	40,000
6	174	113	30,000
7	224	70	20,000
8	890	142	200,000
9	1,381	129	250,000
1870	3,114	122	500,000
1	3,922	137	750,000
2	6 409	132	1,000,000
3	9.238	182	2,500,000
4	12,895	150	2,850,000
5	15,355	170	3.900,000
6	29,034	152	6,500,000
7	36,517	126	6,800,000
8	48,545	126	9 200,000
9	57,596	117	10,350,000
1880	64,965	112½	11,250,000
1	82,356	115	14,750,000
2	102,047	137½	21,500,000
3	93,533	134	19,150,000
4	125,496	144	27,550,000
5	124,911	141½	26,975,000
6	139,512	154	32,600,000
7	144,577	121	26,650,000
8	182,284	128½	35,500,000
9	184,322	146	40,600,000
1890	236,323	72½	26,000,000
1	225,629	92	31,400,000
2	144,629	126	26,700,000
3	169,521	144	37,600,000
4	192,767	119	35,000,000
5	204,347	90	28,325 000
6	190.931	111	32,150,000
7	201,736	122	37,400,000
8	235,652	92	33,000 000
9	264,099	82	33,300,000
1900	223,705	111	38,200,000
1	227,511	94	32,550,000

LATE REVENUE DECISIONS

Farmers Can Not Stem, Etc.

A question was presented by a farmer whether he could ship his tobacco, put up in hands, and sell it in small quantities for chewing and smoking purposes, provided he should sell the tobacco himself He was informed that a farmer or grower is not privileged to stem, twist, roll, plait, sweeten or otherwise change the tobacco from its natural condition for the purpose of selling it to consumers, as all tobacco so manipulated would be regarded as a manufactured tobacco subject to tax.

Where to Register.

A collector was advised that all dealers in leaf tobacco and manufacturers of tobacco and cigars are required to register on the 1st day of July each year, or on commenc-

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are the finest product of the kind on the market.
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Factory Representative for Pennsylvania.

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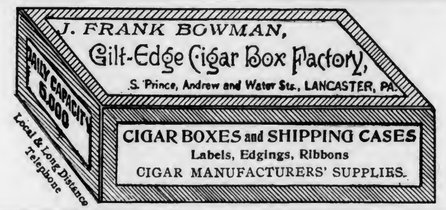
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ing business if before July 1st, and must use Form 277 for that purpose and designate the place of business; and if a town or city the street and number of the street, the same as though paying special tax repealed by act of April 12, 1902, the registry Form 277 being required in lieu of Form 11 (discontinued) in such cases.

Tin Cigar Package.

A manufacturer submitted a tin box for approval as a statutory package for packing cigars. The box was more than 9½ inches long, 7½ inches wide and 2½ inches deep, and provided with a handle and clasp similar to boxes used for legal papers and currency, and not similar to packages approved as substitutes for wooden boxes for packing cigars. It was suggested that such boxes, if approved, would be used more as cases that would be refilled than as statutory boxes that could not under the law be reused for packing cigars, and the box was not approved.

Chemicals in a Cigar Package.

An inventor forwarded for inspection by the commissioner a sample wooden box containing twenty-five cigars, the box being provided with two compartments, in one of which the cigars are placed, while a chemical compound is placed in the other. A perforated partition of tin separates the two compartments, and the explanation is given that the chemical preparation is intended to absorb the nicotine from the tobacco, and the fact is pointed out that as the box is provided with a small glass or transparent mica front the character of the contents is clearly discernible.

The commissioner has decided that such a package can not be approved, for the reason that the regulations provide that the contents of a statutory package must be limited to the number of cigars or cigarettes contained therein except that small advertising cards, coupons, etc., of immaterial weight and bulk, may be packed therein.

Removing Goods to Another Factory.

A company operating several tobacco factories in the same district asked permission to tax pay their goods and remove the same from one factory to another for shipment with other goods. The application was denied, and the company informed that tobacco made at one factory cannot be taken to the bonded premises of another factory for any purpose, and that the regulations (No. 8, page 34) require that the bonded premises must be exclusive and independent of other business; that two or more kinds of business can not be carried on at the factory premises; that should the company manufacture tobacco at one factory and properly pack and tax-pay the same and afterwards remove it from the premises, they would be regarded as a dealer at the last place and could not remove tobacco to another bonded factory for boxing and crating the same with other goods for shipment, and that manufacturers are not privileged to use their bonded premises for receiving, selling or delivering tobacco made elsewhere, and that each of the several factories operated by the company must be operated separately and independently of the others, the same as though each factory was operated by a different person.

Importing Snuff.

An importer recently advised that he had entered certain snuff not properly packed in statutory quantities, and asked the privilege of paying the tax due thereon without repacking. This shipment consisted of 1,000 packages of Italian snuff, weighing 3⅝ ounces per package, or a total invoice of 226 pounds and 9 ounces. The importer advised that the snuff was consigned to him in such packages without his solicitation. He was advised that no objection would be made to his purchasing from the collector of Internal Revenue and affixing to each package two stamps of the denomination of 3⅓ and ⅓ ounces, respectively, indicating payment of tax on 3 5-6 ounces of snuff per package, and that such stamps should be affixed to the 1,000 packages embraced in the entire shipment; that the ruling was special and would not apply to any future consignments of Italian snuff, and that manufacturers abroad should be informed that snuff imported to the United States should be put up in packages containing a statutory quantity of snuff, upon which tax must be paid by the use of a single stamp.

A Device for Destroying Stamps.

An inventor advised that he proposed to patent an attachment to a cigar box which would destroy the revenue stamp when the box is opened, and inquired whether such an attachment, whose only purpose would be to destroy the stamp, would conflict with the Internal Revenue laws. It was advised that the stamp affixed to a box of cigars must not be destroyed until after the cigars are sold and removed from the box; that all stamps on emptied boxes must be effectually destroyed immediately after the cigars have been removed; that the stamp must remain intact until all of the cigars are removed or sold, for the reason that the absence of

THE TOBACCO WORLD

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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XLVI.—THE FOOL AND THE FINANCIER.

By CHARLES J WAXELBAUM, with A. Cohn & Co.

If you will look in your book of reference you will find that the last of the court jesters, officially so called, was Angeli, who was attached to the person of his sacred majesty Louis XIV of France. This is the story of how Angeli lost his job, and of how, incidentally, the king's finance minister Colbert established the French tobacco regie.

For a considerable time after our old friend Jean Nicot had made tobacco known to the French people. the treasury of the kingdom had been not one centime the richer from the spread of its consumption. Even Louis XIV, who needed such vast sums for the maintenance of his palaces, his personal retinue and his wars, had not thought to tax the weed. Had it not been for a little joke played upon Colbert by Angeli, it is possible that a discovery of the revenue-producing value of tobacco would not have supervened in France for a century or so after Louis XIV's reign. One beautiful spring morning in 1674, Colbert came to the palace with the day's balance sheet which he was in the habit of exhibiting to the king. It was a very discouraging document, for it showed that his majesty was hopelessly broke. The room to which the king's finance minister had been shown happened to be occupied solely by Angeli. Colbert was a very serious-minded individual, as all ministers of finance are prone to be, and the nod with which he greeted the court fool was so very curt that the quick-witted and spirited Angeli returned it with one still more curt, and with a frown so black it was almost as comical as one of his very best jests. The two men knew each other very well, and there was no love lost between them. Angeli hated tobacco and Colbert loved it. Their master, the king, abominated the odor of tobacco smoke. Nevertheless, smoking was permitted in the ante-rooms of his palace, and on the morning of our story, Colbert was smoking the pipe he usually smoked after breakfast every morning.

"Where is the king, fool?" asked Colbert.

"Where you dare not follow him," answered Angeli.

"And that is?" asked Colbert.

"Within the rose arbor with Madame de Montespan," answered the fool.

"And why dare not I follow him thither?" asked Colbert.

"Because they have not yet finished their morning dish of cherries," answered Angeli, as he started to play a popular tune of the day with the bells on his cap and at the tips of the shoes he wore. In his dance around the room the fool was careful to keep out of range of the smoke Colbert was emitting from his pipe. The records say that the tobacco smoked in France in Colbert's time was atrocious, and it is no wonder that two such sensible men as Louis XIV and Angeli detested it.

MR. CHARLES J. WAXELBAUM.

The brief conversation between Colbert and Angeli, which has been recorded above and which history has kindly preserved for us, is not calculated to strike the modern reader as being particularly brilliant either on the part of Colbert, a serious minded person, or that of Angeli, a professional humorist. That is because it was so very local and contemporaneous. Had you lived in the time of le grand monarque its appropriateness and brilliancy would, perhaps, have struck you with force. However, it is all preliminary to the climax of our present story, and we needn't bother about it, anyhow.

Angeli was not only strong in the repartee, badinage and persiflage of his day, he was also a successful practical joker. He had been lying when he told Colbert that the king was in the rose arbor with Madame de Montespan. The truth is, the king was in his morning-room, trying on a shopful of new clothes which had just been brought to the palace by his tailor, and which were stylish and marked nobby. Trying on clothes was a function to which Louis XIV always gave the most time and the severest application. For a courtier to disturb him at such a time, or to do anything apt to displease or disconcert him, was to invite that severest of misfortunes—the king's stony stare. To get Colbert into trouble with the king had long been an object dear to the heart of Angeli, and so, as he danced around the ante-room, playing his popular air on the bells on his cap and his toes, he grinned when he noted that Colbert, in order to escape the music, was preparing to seat himself. Angeli wanted Colbert to take a chair by a certain window, because in that case the smoke from his pipe would be blown upward to enter the room in which the king was having his seance with the court tailor; and the unsuspecting Colbert fell right into the trap. Moreover, the wind took a malicious delight just then in helping along the fool's little scheme, for it caught up the tobacco smoke and dashed it right into the king's offended face. Trouble followed at once. The king came fuming down stairs, in one of his most august rages, and, after soundly boxing Angeli's ears, confronted his terror-stricken minister of finance. He dared not dismiss Colbert because Colbert knew too much about his finances, but he fired Angeli without ceremony, and never again hired an official jester. Angeli got a job on a comic weekly in Paris and originated the mother-in-law, the summer girl, and a number of other old favorites, which are as popular to-day as when they were first launched in Paris over two hundred years ago.

Colbert was so pleased over the dismissal of the jester, who had tormented him so often, that he went straight home that morning and created the state monopoly of tobacco in France. It was up to him, anyhow, just then, to get more money for the king's needs, but it is at least doubtful if he would have thought of tobacco as a revenue yielder if the king's jester and old Boreas had not conspired together on that spring morning in 1674 to place him in momentary danger of losing the king's favor.

Next Week—Chap. XLVII: Tobacco Inducements to the Negus, by Isaac Meyer, of Isaac Meyer & Co.

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NOVEMBER 12, 1902.

One Life's Retrospect.

BY ACCHILLES SWYPENHEIMER.

Wise was his speech, and white his head,
His manner sweet and grave,
No cynic, though the words he said
That first impression gave.

"When I was young, and life was fair,
I, too, had darling dreams,
I thought that heav'n would grant each pray'r
Before each morning's beams.

"At twenty-five I had brought down
My pray'rs to only three;
A modest trio you will own—
Not one was granted me.

"My first pray'r asked the gods what you
Might ask in manly part;
Make me my true love ever true;
Give her the steadfast heart.

"My second begged a simple dole
Such as each heart hath known,
Give me one friend who, hand and soul,
Shall be my very own.

"And then, kind gods, whoe'er ye be,
That hearken to my pray'r,
Give me—oh, grant pray'r number three
A uniform cigar!

"Perhaps my gods, like those of old,
Elijah overthrew,
Were sleeping when my pray'rs were told,
Or driving in the blue;

"At any rate, I'm old and gray,
Gone all my young life's fires;
The gods refused in their wise way
Ev'n one of my desires.

'False was the girl I crown'd my queen,
And falser still the friend;
But rich the lesson you may glean
From this my story's end:

"Cigars are like all humankind,
Uncertain and uneven,
And that the heart, indeed, is blind
That would ask more of heaven!"

Palma Balks Reciprocity.

Contrary to the common understanding in Washington, the draft of the Cuban Reciprocity Treaty has not yet left Havana on its return to Washington, but instead is now in a pigeon-hole in the desk of President Palma. The misunderstanding as to the location of the treaty arose from a report to the State Department from Minister Squiers, at Havana, to the effect that he expected the treaty to be dispatched to Washington the day following the sending of his message. Cuban habits of procrastination rather than any disposition to actually refrain from entering into treaty relations with the United States are supposed to be the reason for the delay.

The United States Government is officially ignorant of the nature of the changes that the Cubans desire to make in the convention. Of course, generally, these are known to be connected with the increase of the rebate to be allowed on Cuban sugar and tobacco entering the United States, and there are indications that the Administration may be willing to yield slightly on these points if no unreasonable delay is exhibited in the negotiations on the part of the Cubans. The rate of rebate proposed in the original convention is 20 per cent., and it is gathered that the Cubans want 50 per cent. That rate cannot be allowed, in view of the belief that Congress would not sanction such a cut in duties, but between these figures there is room for compromise.

Pipes and Cigar Holders.

According to a report just issued by the Census Bureau in Washington, the manufacturers of pipes and cigar and cigarette holders, etc., were far more prosperous in the census year 1900 than they were in the census year 1890. The report gives the following interesting details of the industry in the United States and in each of the states:

United States.—Establishments, 98; capital, $1,111,144; average number of wage earners, 1,585; total wages, $737,647; miscellaneous expenses, $125,189; cost of materials, $1,106,299; value of product, $2,471,908. Year 1890—Establishments, 69; product, $1,881,262.

California.—Establishments, 4; capital, $1,135; average number of wage earners, not reported; total wages, not reported; miscellaneous expenses, $1,026; cost of materials,

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$1,120; value of product, $5 230 Year 1890 not separately reported

Illinois –Establishments. 7; capital, $12,235; average number of wage earners, 10; total wages, $6 278; miscellaneous expenses, $1,832; cost of materials, $16 459; value of product, $38 098 Year 1890—Establishments. 5; product, $21,050

Indiana –Establishments, 4; capital, $12.779; average number of wage earners, 24; total wages, $6,324; miscellaneous expenses, $1,015; cost of materials, $8,267; value of product, $21,207. Year 1890 not separately reported.

Kentucky.—Establishments, 3; capital, $21,600; average number of wage earners, 73; total wages, $14 220; miscellaneous expenses, $1,098; cost of materials, $7,897; value of product, $34.570. Year 1890 not separately reported.

Massachusetts —Establishments, 5; capital $81,820; average number of wage earners, 45; total wages, $32,112; miscellaneous expenses, $4 493; cost of materials, $48 685; value of product, $136,108. Year 1890 not separately reported.

Missouri. — Establishments, 12; capital, $126,343; average number of wage earners, 291; total wages, $82,191; miscellaneous expenses, $18,287; cost of materials, $95,313; value of product, $260,508. Year 1890—Establishments, 7; product, $148,555.

New Jersey.—Establishments, 3; capital, $3,650; average number of wage earners, 9; total wages, $2,081; miscellaneous expenses, $239; cost of materials, $923; value of product, $4,112. Year 1890 not separately reported.

New York.—Establishments, 39; capital, $672,415; average number of wage earners, 854; total wages, $483.451; miscellaneous expenses, $85.590; cost of materials, $807,607; value of product, $1 690,830; Year 1890 –Establishments, 31; product, $1,195.535.

Pennsylvania.— Establishments, 6; capital, $150 363; average number of wage earners, 229; total wages, $99,097; miscellaneous expenses, $8,217; cost of materials, $107,131; value of product, $234,715. Year 1890—Establishments, 7; product, $376,340.

Virginia.—Establishments, 3; capital, $8,070; average number of wage earners, 21; total wages, $4,675; miscellaneous expenses, $93; cost of materials, $3.335; value of product, $9,100. Year 1890 not separately reported.

All other States (including Connecticut 1, Delaware 1, Iowa 1, Maine 1, Maryland 2, Michigan 2, New Hampshire 1, Ohio 1, Tennessee 1, Wisconsin 1) —Establishments, 12; capital, $7 434; average number of wage earners, 29; total wages, $7,218; miscellaneous expenses, $3,299; cost of materials, $9,562 Year 1890—Establishments, 19; product, $139.782.

Sabater and Rodriguez Held

Juan Sabater and Roberto Ortega y Rodriguez, the two Spanish speaking crooks who were arrested on October 25 while attempting to burglarize the place of business of Manuel Menendez & Co. in the Beekman building, at Pearl and Beekman streets, New York, were before Magistrate Cornell in the new Criminal Courts building on November 5. Sabater came to court on crutches from Bellevue Hospital with a broken ankle. He is a lithe young fellow, rather good looking, with a dainty moustache in which he evidently takes great pride, and a pair of hands that look to be uncommonly strong and flexible. He was remarkably self-possessed throughout the proceedings. He is said to be a journeyman cigar maker and to be always fomenting trouble in shops in which he works when he is not thieving. He was held in $2,000 bail for the grand jury, which he did not furnish.

His fellow prisoner Rodriguez was held for the grand jury in default of $1,000 bail. Rodriguez, it turns out, is well-known to the police of New York city. His picture is No. 3,553, in the Rogues' Gallery at Police Headquarters. He was last arrested for burglary on May 18, 1896, by patrolman Cox. At that time he gave the name of George Diera and said he lived at 106 East Tenth street. He also goes by the name of Robert Orvia. He also has a moustache, shifty eyes and sinewy hands.

The Cadet's Cigarette.

With a right swing on the jaw, Carrie Nation knocked down a cadet from the South Carolina Military Academy at Charleston, S. C., on the morning of Nov. 1, because he was smoking a cigarette on the street. The boy was caught by his companions before his head struck the pavement. He sprang to his feet and drew back to hit the woman, not knowing who she was. Mrs. Nation prepared to meet the attack.

"Come on," she said, "I am Carrie Nation."

This stopped the cadet, and he did not get in a blow. Friends of the cadet refused to give his name.

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THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Uniformity in Smoking Tobaccos.

AUDENRIED, PA., Nov. 5, 1902.

DEAR MEDICINE MAN:

The friends of The Tobacco World, in this neck of the woods, have debated among themselves for a long time past the propriety of asking you this little question: Why is it that Frishmuth's German label smoking tobacco is so invincibly entrenched in the affections of coal miners? The people in this section of Pennsylvania have been smoking this brand for nearly a century, and it is to day a greater favorite than it was in the old times when most of the population was German or of German extraction Miners and mining people of all nationalities, American, German, English, Irish, Italian, Slav, Hungarian, Greek, all smoke Frishmuth's German label, and almost unanimously, to the exclusion of all other brands of smoking tobacco Our little circle which has deputed to me the task of asking the modest little question put to you above, cannot quite understand the matter. At least, we are not all agreed on this subject. We know, because we smoke it ourselves, and have smoked it ever since we were boys, that it is very excellent tobacco and very good value for the price at which it is sold. We also know that we are used to it, while all other brands are strangers to us. But we are not ignorant of this fact, that very frequently, especially of late years, manufacturers of other brands of smoking tobacco of precisely the same kind as Frishmuth's, and sometimes put up in a style that closely resembled—please note I do not say "imitated"—the Frishmuth package, have made strenuous attempts to win this public from what I may call the Frishmuth habit Not one of these attempts has been even measureably successful. If the storekeepers are out of Frishmuth's, as sometimes happens in small places like this, the smoker will either go without smoking at all or will borrow from some friend whose own supply of Frishmuth's has not run out Once or twice an individual smoker has tried another brand, but he always returned to Frishmuth's in the end a stronger devotee than ever before. Why is this the fact? Is there any parallel to it anywhere?

C. S. S.

Answer

Pipe smokers are usually loyal their whole life long to particular brands, and the reason is not difficult to find. It is because it is possible for manufacturers of smoking tobaccos to make a uniform piece of goods year after year. This is certainly the secret of Frishmuth's success. Frishmuth's German label is unfailingly the same and always of the highest possible grade. Moreover, the price is so reasonable as to make Frishmuth's tobacco within the reach of every pipe smoker. Besides, as all the world knows, Pennsylvanians are the most loyal of people. They are as faithful to an article of merchandise which once gains their favor as they are to human friends.

The fact that smoking tobaccos are of uniform quality, is in striking contrast with the fact as to cigars. Cigar smokers are forever changing brands. The cigar which pleases them this year will have no chance at all next year. The reason appears to be a very simple one. The cigar goes to the smoker in all its nakedness. In smoking it he smokes just the natural leaf as it comes out of the ground and is cured. If the crops were uniform from year to year brands would be uniform too; but crops are rarely uniform, and even in the highest priced clear Havana cigars, made either in Cuba or the United States, the smoker has to take his chances with what Dame Nature chooses to give him. Cigar manufacturers do the best they know how, but yet very few among even the ablest and most conscientious of them, are able to boast patrons as loyal as was that true devotee of whom Mr. Louis Ash told in his chapter of the Comic History of Tobacco recently published in The Tobacco World.

***

Six Reasons for Taking a Pinch of Snuff.

BROOKLYN, N. Y., Nov. 8, 1902.

DEAR MEDICINE MAN:

Many of my customers who are snuff-takers have been interested in previous articles in your columns on the subject of snuff, and the arrival of The Tobacco World in my store is always awaited with much interest by these, and especially by the older ones. One of these customers was praising snuff-taking to a young friend who ventured to ridicule that form of taking tobacco as being ancient and out of date. The older man came back at him with a very warm defence of snuff, and the point he dwelt upon with most emphasis was that snuff taking was really the only aristocratic way of paying one's devoirs to the Tobacco God. He rattled off a string of famous names of eighteenth century beaux and belles who were snuff-takers that fairly took his adversary's breath away, and routed him completely by reciting some verses called Six Reasons for Taking a Pinch of Snuff. We all thought the verses very fine, and would be obliged if you could publish them for us. E. B.

Answer

The following is the poem for which my correspondent asks:

When strong perfumes, and noisome scents,
The suff'ring nose invade,
Snuff, best of Indian weeds, presents
Its salutary aid.

When vapours swim before the eyes,
And cloud the dizzy brain,
Snuff, to dispel the mist, applies
Its quick-enliv'ning grain.

When pensively we sit or walk,
Each social friend away,
Snuff best supplies the want of talk,
And cheers the lonely day.

The hand, like alabaster fair,
The diamond's sparkling pride,
Can ne'er so gracefully appear,
If snuff should be denied.

E'en commerce, name of sweetest sound
To ev'ry British ear,
Must suff'ring droop, should snuff be found
Unworthy of our care.

For ev'ry pinch of snuff we take
Helps trade in some degree,
As smallest drops of water make
The vast unbounded sea.

***

Scented Snuffs in the Eighteenth Century.

A Williamsburg snuff taker asks for some account of the scented snuffs which were popular in English society during the first two decades of the eighteenth century. The general use of such snuffs at this time is noted in a little pamphlet published in 1710 called The Travels and Misfortunes of the Enchanted Snuff-box, which appears to be a satire on Dr. Sacheverel, whose box is described as filled with a snuff called Orangery. After dinner "the ladies all impatient for the first pinch, put in their fingers almost all at once; the gentlemen with some respect after." Agreeable as all these scents may be, they are generally unwholesome, and the "disguise" in the true flavor of the tobacco produced by such means, gives the dishonest trader much power of adulteration, or at least of mixtures of bad and inferior tobacco. It is not unusual to save the sweepings of tobacco shops and warehouses for the purpose of mixing in snuff. Of course in all such establishments tobacco is scattered and falls upon the floors in the warehouse; portions of leaf adhere to the shoes, which are scraped in receptacles for the purpose; it is never wasted, but is dried and ground down with all extraneous matter, to put into dark colored highly scented snuffs. This cannot be done with light-colored pungent snuffs, like high-dried Scotch, which is made from the central stalk of the tobacco, cut fine and ground, and is one of the purest snuffs manufactured.

Rappee may be considered as the parent of all other snuffs: its name smacks of a genuine origin. Carotte, in the same way, carries the mind back by its name to the early part of the seventeenth century, when tobacco was rolled into the carrot form, and the end of the lump rasped as the snuff was wanted. The Carotte was sometimes steeped in wine or sweet liqueurs to give it flavor.

Palillio was properly termed pulvilio, and is frequently mentioned by authors of that era. It was Portuguese snuff, in considerable favor. The Orangery, Bergamotte, and Jassamena took their names from the scents they indicate as adopted to flavor them. During the reign of Anne, snuff-taking increased to a great extent, and so did the varieties of mixtures, flavors, and names. Chambers, in his Encyclopaedia of 1727, says: "The kinds of snuff and their several names are infinite, and new ones are invented; so that it would be difficult, not to say impossible, to give a detail of them. We shall only say, that there are three grand sorts, the first granulated, the second an impalpable powder, and the third the bran, or coarse part remaining after sifting the second sort." We may here note a few of the principal old court favorites: Etrenne obtained its name from the custom of presenting Louis XV. with choice specimens of snuff, as a New Year's offering from the various manufacturers, his selected choice being adopted as the fashionable stimulant for the noses of courtiers for the year. Bureau is a snuff of the same character, and was one of the selected favorites of the sovereign, which being of peculiarly good flavor, achieved a less fleeting popularity, and being pretty generally used in the cabinet of the politician, became known by the French name thereof.

A great impetus to the habit of snuff-taking was given in 1702.

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SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

The English fleet under the command of Sir George Rook captured at Port Saint Mary near Cadiz, several thousand barrels of choice Spanish snuff, along with other plunder. On returning by Vigo they also obtained native snuff from Havana destined for the Spanish market. This very large quantity of snuff was sold at the principal seaports, as "prizes," for the benefit of officers and crews, with the usual carelessness of sailors in bargaining with "land sharks," to the quickest purchasers, and wagon-loads were parted with at the rate of four-pence per pound! It was christened "Vigo snuff," and the popularity of the war, the name of the snuff, and the novelty of excessive cheapness combined to induce a very general use of it.

All is Activity in Havana.

The Havana market during the week closing November 1 has been very animated, indeed, and sales foot up 8,400 bales, not including a large transaction of close on to 3,000 bales which is said to have taken place, half in the city of Havana and the other half in the country. The details are not yet known in Havana. Of the above 8,400 bales, 5 000 bales were Vuelta Abajo factory vegas and colas for cigarette purposes, 2,500 Partido and 900 bales Remedios. According to destination United States buyers took 4,500 bales, Europe 500 bales, and the balance of 3 400 bales was taken by Havana cigar and cigarette manufacturers. Prices unchanged, or if anything higher rather than lower for factory vegas and fine aromatic fillers. The stock of Partidos is now so reduced that it is stated less than 2,500 bales are still unsold, and these are held by perhaps four or five houses only. Vuelta Abajo botes and unstrippable colas are, however, abundant, and prices for such goods are low in comparison with former years. Remedios has not yet begun to move on a large scale, still the stocks are not excessive.

The 1903 Crop.

Unfortunately the reports of damage done by excessive rainstorms in the country are confirmed in the main, although a few exceptions are to be noted here and there. Don Adolfo Moeller says that his seed-beds were saved from destruction only because he had regular covers made from the tents of the American soldiers, and they being waterproof and spread over the beds, the water ran off without doing any damage. However, as he will need all his seedlings for his own farms "Hevia" and "Iberia," other farmers cannot take any advantage of his foresight. Don Luis Marx also says that only half his plantings were lost, therefore, the other half would give him a temprano crop, barring further accidents. Don Cayetano Perez, of Guira, claims to have lost only 80,000 plants, while 400,000 "matas" had already attained such a growth that the rain did not injure them.

Don Gustavo Bock now a Large Landed Proprietor.

The news that Don Gustavo Bock had purchased 2,000 caballerias, or, say, nearly 67,000 acres of land in the well known Remates section, leaked out a few days ago, and has given rise to numerous conjectures whether he actually means to cultivate this vast property in his own interest, or whether he only took title deeds in his own name as a speculation and would be open to transfer them for a handsome consideration possibly to the Havana Tobacco Co. or otherwise to an English syndicate which is said to be forming in Havana for the purpose of acquiring Cuban lands and which is to be capitalized with £5,000,000. Don Gustavo left on the steamer Mexico November 1, for London via New York and nothing further is to be learned at present. It is rumored that his sudden call to London is connected with the control of the cigars of the Henry Clay and Bock & Co. Ltd. in England, where it seems the large firm of Lange & Butler, who do an extensive cigar commission business, and besides being manufacturers of cigars and tobacco and belonging to the Imperial Tobacco Co. are now striving to get the sole control of the cigars of the Henry Clay and Bock & Co. Ltd. It is doubted in Cuba, however, whether Don Gustavo Bock would be influenced to sacrifice the numerous commission houses in Havana and the highly valued connection of Wm. Klingenstein & Co. in London to please the allied interests of the American and British syndicates, unless some sort of compromise might be reached to favor Lange & Butler eventually to some extent, without injuring the other parties' interests. Time will tell the outcome of this new unforeseen dilemma. Might it not be possible that Don Gustavo Bock, foreseeing the immense pressure brought to bear upon him and which eventually could make his directorship of the Henry Clay and

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on
During the Month of December, 1902?
(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3 00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest			$5,000 00 in cash
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00	"
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000 00	"
To the	10 persons whose estimates are next closest	($500.00 each)	5,000 00	"
To the	20 persons whose estimates are next closest	($250 00 each)	5,000.00	"
To the	25 persons whose estimates are next closest	($100.00 each)	2,500 00	"
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00	"
To the	100 persons whose estimates are next closest	($25 00 each)	2,500 00	"
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00	"
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00	"
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75.000.00	"
	35,213			
	35,213 persons		$142,500.00	

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates
(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 tax per M., for which stamps were purchased, appears below:

In December, 1900—467,092,208	In February, 1902—445,495,483	In April, 1902—516,835,163	In July, 1902—571,814,243
In December, 1901—479,312,170	In March, 1902—516,599,027	In May, 1902—523,035,907	In Aug., 1902—565,974,550
In January, 1902—496,983,717		In June, 1902—523,151,476	In Sept., 1902—575,804,470

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.
Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

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R. & B.
ROTHSCHILD & BRO.
141 Water St.
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LEAF TOBACCO.
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Bridat, Mont'Ros y Cª
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers
of
Sumatra Tobacco
Cable Address:
"HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St.
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
HENRY SMITH
NEW YORK.

Bock & Co so full of annoyances here and there that he might resign the latter and give all his energy and push to his newly acquired property in the Vuelta Abajo? The latter is producing now 50 000 bales per year but as only one eighth of the whole is cultivated in tobacco purposes, there is no doubt that with proper scientific treatment and economical management fully double this quantity, if not more, could be raised easily enough in a favorable season. With the exception of the property of Don Ramon Cifuentes, which could not be bought, as well as the lands of Don Gregorio Palacio, which are said to consist chiefly of low growth pines, lagunas and barren saud, therefore unsuitable for tobacco raising, Don Gustavo Bock is now virtually "El Amo" of the Remates district, as the property which belongs to Viuda de Jose Gener, being unsalable owing to a testamentory clause, was leased by him for six years to come.

Arrivals in Havana.

From Chicago: Henry C. Friedman, A. W. Waldman and H. B. Franklin; from New York: Isidor Mendel, Max Stern and broker Trinitario Vila. Don Leopoldo Carvajal, Marques de Pinar del Rio, returned to his Havana residence.

Departures.

Ernesto Ellinger, Ricardo Bachia, Wm. J. Hazlewood, Isidor Mendel, Max Schwarz and M. S. Cane, who returned to New York. J. A. Boltz and H. E. Vetterlein left for Philadelphia and H. B. Franklin for Chicago.

Havana Cigar Factories.

Strikes have broken out in several factories. Some were settled and others are still in progress. Among the former may be named Calixto Lopez & Co., while Villar y Villar and Ecuador are still out, and it is said that the cigarmakers are threatening to extend the "huelga" to all the factories of the Havana Commercial Co., which should be deplored, as the present rush of orders will stop soon enough from natural causes and then the cigarmakers would be the biggest losers. How unreasonable some people are is cited by the Henry Clay and Bock & Co., which paid to a few cigarmakers as high as $90 per 1,000, and now the latter insists upon $100 per 1,000. As only a very small quantity of this size (perhaps not over 20.000) are sold annually, the company would rather cease making this size than pay higher wages to their men. H. Upmann & Co. are again shipping 1,100,000 cigars by the steamer Mexico leaving November 1. The Sol factory is hard at work, so much so that Don Carlos Behrens hardly knows where to turn first. Don Ramon Cifuentes, of "La Flor de Partagas" says the same, also that he is cramped in his large factory, as his orders are to make 30,000 cigars daily at least, and that the building was not intended to make more than 20,000 daily. The cigars of this factory are regaining their former reputation as being among the best produced in the island.

Suarez & Co. received during the week ended November 1, a check for $1,200,000 from the Havana Tobacco Co. (or the balance of what was due them, as they had previously received a large sum on account) to pay in full for their brand Flor de J. S. Murias, and which includes the good will, brands, stock on hand and fixtures. Don Eduardo Suarez remains at the head of this factory for the new owners, and this will insure a continuance of the work being done as conscientiously as heretofore. Shipments of cigars by the steamer Mexico over 4.500,000 notwithstanding the damp weather the past week.

Rabell, Costa, Vales & Co.—Upon October 31 Don Juan Perez Diaz, one of the foremen in the Ramon Allones factory, who also had an interest in the business, died suddenly of heart disease. He was buried on November 1. While he was a valued employe and highly esteemed by his firm, the latter will not suffer on account of his sudden taking off, and the Cruz Roja will continue as heretofore. Smokers of the famed Ramon Allones and Marquis de Rabell brands will receive their favorite cigars without any interruption.

United States Cigar Manufacturers

Sanchez & Haya, of Tampa, are credited with fresh purchases amounting to 1,500 bales of Vuelta Abajo and Partido factory vegas. J. A Boltz, of Boltz, Clymer & Co., Isidor Mendel, A. B. Franklyn, Max Schwarz, and M. S. Cane were also heavy purchasers.

Doings of Havana Commission Merchants and Leaf Dealers During Week Ending Nov. 1.

H. Upmann & Co. purchased 500 bales of Remedios and Partidos for the Hungarian regie.

Garcia & Co. sold 3,500 bales of Vuelta Abajo and Partido during the month of October. Such figures need no further comment, as they speak most eloquently for themselves.

Jorge, P. Castaneda & Co. finished their three escojidas in San Antonio de los Banos with 6,000 bales, and everything is sold except one small lot of Tumbadero and some Vuelta Abajo. This week they disposed of 300 bales of the former.

Cano y Hno. are regretting the loss of their plantings in the Tumbadero district, but they will get to work again with Marin Leon setting out new seedlings by Nov. 20, provided the weather permits

Sobrinos de Antero Gonzalez report sales of 500 bales of old and new Remedios.

Aixala & Co. sold 300 bales of Partido, part to a Havana manufacturer and part to a buyer from the United States. Their escojidas of Partido are also finished, and now they will have to wait for their American friends to inspect their choice packings of new Remedios.

Bruno Diaz & Co. sold 200 bales Partido wrappers to Havana factories and 100 bales of Vuelta Abajo.

Ramon Cifuentes & Co. disposed of 400 bales of their fine Vuelta Abajo holdings to some of their American friends.

Rabell, Costa & Co. shipped and sold 500 bales of Vuelta Abajo.

Jose Menendez received a consignment of 200 bales of new Remedios, and exchanged cash against 400 bales of his Caimito packing, taken half by Havana manufacturers and half by American buyers.

G. Salomon y Hno. disposed of 200 bales of Partido factory vegas and some Remedios, old fillers.

J. Bernheim & Sons are believed to have purchased heavily in Remedios of the new crop, and it is rumored that their various purchases reach as high as 10,000 bales.

Manuel Martinez has received some 400 bales from the Vuelta Abajo, and is trading upon some large lots. He sold 200 bales of Vuelta Abajo colas recently.

Remigio Lopez & Co. turned over 300 bales Vuelta Abajo to a factory in Havana.

Sutter Bros. have been exceedingly busy buying and selling to their numerous friends, the whole burden falling upon Don Marco Pollack, he being temporarily alone.

Arrivals of Tobacco from the Country.

	Week ending Nov. 1. bales	Since Jan. 1. bales
Vuelta Abajo	4,444	159,839
Semi Vuelta	505	10,853
Partido	1,408	55,930
Matanzas		77
Santa Clara and Remedios	2,260	108,056
Santiago de Cuba	8	130
Total	8,625	334,885

The Cranz Sumatra Covers.

Mr. Ewald Cranz, the resident European member of the well known Sumatra firm of F. & E. Cranz, of Amsterdam and New York, is the inventor and patentee of a new and very practicable method of packing Sumatra tobacco. This device, for which a patent has been applied for in the United States, consists of two very strong galvanized iron covers fitting over the bale and brought together by two iron straps which can be adjusted as desired. The covers are very strong with reinforced corners. The contents are secure from damage even from the roughest handling, and besides have the benefit of a free circulation of air, which is not the fact where wooden cases are used. Thus the sweating and consequent darkening of the leaf are obviated. The Cranz Sumatra covers are of uniform weight and about seven pounds lighter than wooden cases. They do not have to be made to measure, as the adjustable straps insure a perfect fit in every case They may be used over and over again, and a bale from which samples have been taken may be quickly and thoroughly repacked. The covers being of uniform weight, the tare is readily computed. The three great advantages claimed for the Cranz Sumatra covers are that they insure the leaf absolutely from danger of breakage, secondly their compactness, and thirdly their economy.

A picture of this new invention whose value, it is confidently expected by the inventor will be readily appreciated by all buyers of Sumatra, will appear in next week's Tobacco World.

An Important Decision.

A decision which will interest cigar manufacturers, as well as those in the trade generally, was handed down November 8, by the Supreme Court of New York. The decision was that an express company may not limit its liability for property lost through its negligence by the statement on its printed receipts that it will not be liable for any sum exceeding $50. The decision was handed down by the Supreme Court in an appeal from a judgment rendered by the lower court in favor of Jacob C Simon against the Dunlap Express Company for $250, the value of a pair of lace curtains. Assuming that the New York Supreme Court's decision cannot be attacked, it will be interesting to the tobacco people of that state who make shipments by express, for self-evident reasons. And further, assuming that the same law will be applied in due time in all the states, the various importers, dealers and manufacturers of the country will be far better safe guarded in their express shipments than they are reputed to be at present.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
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Embossed Flaps, Labels, Notices, etc.

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The Best Havana Cigars
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CABLE ADDRESS "TACHUELA"

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List.
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.
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Clear Havana Cigars
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"Farragut"
Factory, Tampa, Fla.

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Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country.
Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
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OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

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Country Sampling Promptly Attended To.
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At Last a Friend in Congress.

HON. GEORGE J. SMITH,
Congressman Elect, 24th New York District.

The election to Congress from the 24th New York District, of the Honorable George J. Smith, the Republican candidate, insures for the leaf tobacco and cigar interests the presence in the House of Representatives of a powerful, because an intelligent, friend.

Congressman elect Smith was for many years a member of the old firm of Powell, Smith & Co., long one of the leading cigar manufacturing concerns of the country. He lives at Kingston, N. Y.

Mr. Smith has pledged his friends in the trade to do his utmost to serve their interests in the matter of the tariff, Cuban reciprocity, or any other measures affecting, or likely to affect their interests. His thorough knowledge of all such questions as these makes it certain that the next Congress will get what no previous Congress has ever had, viz, a clear understanding of the needs of the leaf tobacco and cigar interests.

The leaf trade of New York subscribed $1,000 for the campaign fund of the New York Republican State Committee, and those who subscribed to this fund feel that the money will have been well invested if their representatives can get a decent hearing in Washington.

To Force Sweat the New Connecticut.

Charles E. Michael, of 173 Front street, New York, who is well known in the tobacco trade of the Metropolis, was in Connecticut week before last and made satisfactory arrangements with Olds & Whipple to force sweat the new Connecticut on premises leased by him at Hartford and Suffield. He has excellent railroad facilities to and from his force curing establishments in those two places.

Send by Registered Mail.

Those who are sending in estimates of the cigar production next December under the terms of the Florodora Tag Company's prize offer, are counseled to send their guesses through the registered mail.

J. S. Gans & Co.'s Activities.

Joseph S. Gans & Co. are already packing the 1902 Connecticut at their warehouse in Broad Brook.

Edwin I. Alexander, of this enterprising firm, leaves next week for a visit to his entire Pennsylvania trade, and his associate, Jerome Waller, starts for a visit to his western territory.

Hans Laverge in New York.

Hans Laverge, of Laverge & Schneider, arrived in New York from Amsterdam on the Noordam, on November 2. He will as usual spend the winter in the United States.

Harold Brown Returns.

Harold Brown, of the export department of the American Tobacco Company, returned on November 6, from a visit on the business of his department in China and Japan.

To Protect the Partagas Brand.

Wise & Lichtenstein have been retained to look after the trademark interests of the long established Partagas cigar factory of Havana, Cuba.

The Long Clay Pipe.

It is curious how the long clay pipe has dropped out of usage, says the London Chronicle. But its tradition lingers. Recently an American, dining at a Fleet street inn which trades on its survival, called for a long clay and smoked it in the belief that he was doing in London as London does. But the man who wants to buy long clays would be puzzled where to find them. Yet, thirty years ago there was not a provincial town without its shop devoted exclusively to the sale of specially manufactured clay pipes, and the business was a flourishing one. The long clay, of course, is a serious thing, and, unlike the cigarette, can not be combined with walking or writing. That, perhaps, is the explanation of its present disfavor with smokers.

The Keystone Cheroot Company, Ltd.
GEORGIA GEMS CHEROOTS
Three for Five Cents
BEN ROY Cigarros
Five for Five Cents
MINUETTES Cigarros
Ten for Ten Cents
I-TABA CROOKS CIGARS
Three for Five Cents
Main Office, Hanover, Pa.

THE SUCCESS OF DEMPSEY & KOCH.

DEMPSEY & KOCH'S LEADER.

The firm of Dempsey & Koch, cigar manufacturers, which succeeded the firm of Auer & Dempsey on August 18th last, is composed of Edward R Dempsey and Alfred S. Koch. Since taking charge of the business, which is located at 201, 203 and 205 Race street, Philadelphia, Messrs. Dempsey & Koch have made a number of improvements, which have been of great benefit in extending the trade of the house. They enlarged their capacity so that fully one hundred and fifty hands can be employed and at present one hundred skilled workmen are upon the pay roll. The increasing demand for the products of the factory is necessitating the taking on of additional hands almost every week, so it is pretty safe to predict that ere long the full force of one hundred and fifty will be employed.

Messrs. Dempsey & Koch have five salesmen in Philadelphia and three in the South and West. In addition Mr. Koch is also looking after the trade in the South. The brands for which the firm is noted are the William M. Bunn and Del Puente. The William M. Bunn is their leader, and is a clear Havana made in fourteen sizes. It is found at the best and leading cigar stands and hotels in Philadelphia, and has secured a decided favor among the critical consumers. The Del Puente is also a high grade cigar, made in twelve sizes, with a Havana filler and Sumatra wrapper. Another of the firm's makes, the Consumo, is manufactured in four sizes, and has also met with deserved approval in this market. It has already attained merited reputation as a leading 5-cent cigar.

Messrs. Dempsey & Koch are young men and pronouncedly hustlers, with a thorough knowledge of the tobacco and cigar business as well as being possessors of the happy faculty of quickly making and retaining business friends and patrons. They believe in the merit of printers' ink, and having excellent goods, which they have properly advertised, they are meeting with decided success. The accompanying illustration shows the box label of their leader, the William M. Bunn.

A Camden Tobacco Man Honored.

John S. Roberts, for years a leading dealer in tobaccos, at Camden, N. J., was elected a member of the New Jersey Assembly on November 4. Mr. Roberts was a Councilman of Camden for years, and has done his share to aid the prosperity of the city. He has a legion of friends who will be glad to learn of his elevation to the Assembly. If there is anything Mr. Roberts can do to advance the interests of the tobacco trade in his new position, it is quite likely he can be depended upon to give the matter very careful attention.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

STATISTICS SHOW

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CONSEQUENTLY

THE MOST COMPLETE LINE

CONSEQUENTLY

THE SUMATRA HOUSE

Prices always reasonable. Write for samples to

A. Cohn & Co., 142 Water St., New York

THE LOCAL TRADE

A Lucky Hump.

K. Straus & Co. have found that "moving house" is anything but delightful and yet, now that their new quarters at Third and Vine streets are almost in "good ship shape," they are feeling correspondingly good-natured and pleased that the worst of the moving is over. The fact that this well known firm was compelled to move to larger quarters is a sure sign that business has prospered with the house. At the new location the best improvements for handling tobaccos quickly and well have been put in, as well as all modern improvements for the safe and expeditious transaction of a large volume of business.

"We had good luck in moving," said one of the salesmen to the WORLD reporter. "We never lost or broke a thing and, do you know, I ascribe it to this fact: The day we started moving a humpbacked man came into the warehouse to borrow a chew of tobacco and I touched his hump with my hand and Mr. Straus gave him a nickel. Trade? Oh, trade is good, my boy. Come in again."

Western Trade Good.

Among local houses which have received reports of good business in the West is that of Labe & Sons They are busy filling orders for Sumatra and Havana.

Gone West.

M. B Arndt, salesman with Julius Hirschberg & Bro., left last Monday night for the West. Mr. Arndt will go as far as Chicago and Kansas City and put in from three to four weeks visiting the trade in that part of the country. Mr. Arndt's last trip was a very successful one and no doubt the one he is now on will be also.

Another Removal

Harvey D. Narrigan & Co., the wholesale dealers at 617 Arch street, are vigorously pushing ahead their arrangements to remove to 116 North Sixth street. The firm will occupy the whole building at the latter number, and will have far larger and more agreeable quarters in every way. Mr. Narrigan reports trade good and the future promising.

He Likes the West

Mr. Henry Mills, the bustling Western salesman for Vicente Portuondo, left Monday night for another business trip to the West. He will go as far west as Denver, and, of course push trade in his usual energetic way. Mr. Mills' recent trip west was one of the most successful he has ever made. He states he opened up twenty five new accounts for his house and did extra well with all of his old patrons. "I feel satisfied," said Mr. Mills, speaking to a WORLD reporter, "that houses such as I am representing can hold their own in the West against any and all trusts—no matter what the latter may do. The western people want good cigars, and are able and willing to pay for them. The house that can meet the requirements gets the business Trade in the West is splendid and promises to continue so."

Mr. Jeitles in the West.

Samuel C. Jeitles, of Jeitles & Blumenthal, is on a business and pleasure trip in the West. He has been gone about a week and reports that business is good. He will probably return home early next week. He will go as far west as Kansas City.

At the firm's cigar factory on North Randolph street, everything is running along smoothly. The factory is unusually busy with regular orders—in fact, they have about all they can do for awhile. The holiday orders promise to be numerous and heavy, too.

Tag. Tag.

The Florodora Tag Co., which is doing all it can to make housewives, smokers and others happy by presenting them with useful, ornamental and sensible souvenirs, will shortly remove from South Third street to new and larger quarters at 602 Arch street. "Straws show which way the wind blows." When a firm moves you can make up your mind business is prospering and that it needs more "elbow room."

Home Again.

Leopold Loeb & Co report that they have been disposing of a number of their Sumatra holdings and report business good generally.

Leopold Loeb arrived safely home from his Havana trip and reports a successful journey in every way.

He Wanted One, Too.

J. S. Vetterlein, of the Vetterlein Bros.' large factory, left November 4th for a Southern trip. He will be gone at least two weeks and will pay more or less attention to the holiday trade. Mr. Vetterlein, who has been a very busy man, will endeavor to secure well deserved recreation and rest on the trip also.

A. Boyd Wilson, one of the firm's Western representatives, is on a usual visit to the West and will be gone six weeks. He will go as far as Chicago.

A humorous incident connected with the Vetterlein factory took place Monday noon, just as the WORLD reporter was entering the portico, to "gather the news items from the office folks." A pleasant-faced man, bearing the earmarks of the typical farmer, came slowly up the street with all of the actions of one who has visited a "firewater castle" and is perfectly heedless of the consequences. Pointing up at a sign hung from the factory, the youthful hayseed pathetically said: "Lookee. 'Girl Wanted.' By gosh! that's my trouble, too. I wanted Sal as bad as could be—but I didn't get her. But dinged if I hung a sign out on the barn saying so!"

And, unconscious of the fact that the factory was advertising for additional female help, the half seas over Corntossel meandered on.

Onward and Upward.

It is with deep satisfaction, of course, that Messrs. Sheip & Vandegrift, the hustling cigar box manufacturers of North Lawrence street, have formally taken possession of the new additions to their plant. The additional buildings erected are as follows: Saw mill, 66x40 feet in diamensions and one story in height; warehouse, 65x23 feet and three stories in height; steel and brick lumber shed, 90x20 feet; addition to the box mill, 56x48 feet in size and four stories in height. The cost of the new buildings and additions exceeded $35,000. The builder was Thomas McCarty, and he has performed the task in a workmanlike manner, wholly satisfactory to the firm. Messrs. Sheip & Vandegrift have also had four additional Emerson dry kilns put in, thus greatly increasing their facilities for drying the lumber used in the manufacture of cigar boxes. The firm has already began to occupy the new additions, and ere long hopes to be in comfortable possession.

The firm's saw mill at Tacoma, Va., was burned last Tuesday night week, the loss being complete, hardly a thing being saved from the flames. Loss, $10,000, insured. The mill will not be rebuilt at Tacoma, but another will most likely be erected at some point more advantageously located near good lumber tracts. The origin of the fire is unknown.

Worsted the Champion

Charles Martinez, salesman with E. A. Calves & Co., has the honor of being the first man in the United States to win a game from the renowned chess champion Professor Lasker. This feat upon the part of Mr. Martinez has been the subject of a great deal of talk in tobacco circles during the past week and of course he has come in for hearty congratulations. The game took place in Philadelphia last election

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

FOR SALE.—Old established (50 years) Wholesale and Retail Tobacco Business, with or without cigar and tobacco factory, in prosperous Pennsylvania city of 100,000 population. No good-will asked. Stock, fixtures and property at reasonable prices. Present owner for 20 years Address box 90, care of Tobacco World, Phila 11-12-4t

CIGAR FOREMAN NOW IN charge of a factory, desires to make a change; reference as to ability, character, etc., exceptional; competent to take full charge of any factory, city or country; speaks German and English; 20 years experience. Address FOREMAN, Box 92, care of The Tobacco World, Phila. 11-5-1t

NOTICE TO JOBBERS —We will supply you with Strictly Long Filler Sumatra Wrappers, 43 in. long, packed in 1-20's—25 per bundle—in lots of 1,000 and upwards, for $18 per M., C. O. D. Sample of 25 for 50 cts. Address E. X. P., Box 88, The Tobacco World, Phila. 11-12-5t

POSITION WANTED as Foreman in Cigar Factory where experience, ability and a hustler will be appreciated. Best references. Address FOREMAN, Box 81, Lewistown, Ill. 11-12-2t

WANTED—Position to buy Seed Leaf or Havana in York county. Will engage with any reliable firm. Reference on request. Address D. C. K., box 91, care of Tobacco World, Phila. 11-12-2

FOR SALE —Sixteen Daisy Suction Tables, with all attachments complete, and in good order. Price, $100 for the lot. Address MACHINES, Box 111, Care of The Tobacco World, Phila. 8-6-tf

WANTED—An experienced and thoroughly reliable Leaf Tobacco Salesman for January 1. Address box 89, care of Tobacco World, Phila. 11-12-2t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

FOR SALE—At Fifty Cents per Hundred, Five Thousand Cigar Bands for the Florodora Estimating Contest. Address K. C, care of Tobacco World, 11 Burling Slip, New York.

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

TEN JOHN R. WILLIAMS CO. Suction Tables for sale at $20 each. Address MACHINES, Box 110, Care of The Tobacco World, Philadelphia 8 6-tf

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St; 204-208 East 27th St; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84--85 South St., (Tel 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

Cigar Molds

ASK FOR OUR NEW CATALOGUE No. 5

Illustrating 1,500 of the Latest and Up-to-Date

Cigar Mold Shapes

and everything in the line of Cigar Manufacturers' Supplies that can be used to advantage. It will interest any up-to-date cigar manufacturer. We can save you money and please you at that.

THE STERNBERG MANUFACTURING CO.
1702-1712 W. Locust St., Davenport, Iowa.

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA

SOL and LUIS MARX

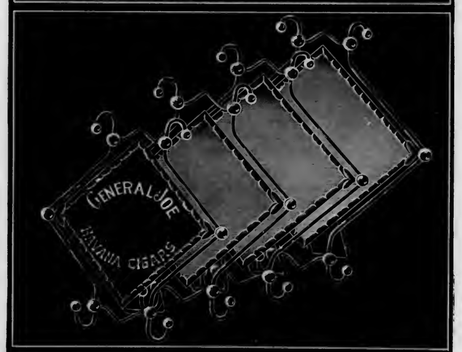
Gervasio 144-146, Havana.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56.	Style 57.	Style 58.	Style 59.
Mirror	5 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs
518-520 Seventh Ave., PITTSBURG, PA.

day and was wholly an impromptu and pleasant one. While it was known by Charley's friends that he could play a pretty comfortable chess game, they did not think he was able to go up against the noted Professor—not only go up against him, but worst him. An excellent salesman and an excellent chess player are two good points in Mr. Martinez's favor that he has cause to be proud of.

New York Retailers Organize.

A bigger meeting of revolting retail tobacconists of Greater New York than the mass meeting at Bohemian Hall, on October 31, was held at Maennerchor Hall, in East 56th street on the evening of November 11. The report of the Committee on Organization was formally received.

A recommendation that the retailers be organized into district organizations, corresponding in size with Assembly Districts was laid over for future action.

President Freeman got an enthusiastic and unanmous affirmative response from the 300 people present to his question:

"Are you willing to join the Retail Cigar and Tobacco Dealers' Association of Greater New York for mutual protection?"

A committee on enrollment was appointed, consisting of Messrs Donigan, Streane, Frieder, St. John, Lane, Silverstone and Kasdan.

A large number of new members was enrolled. The annual dues are $2.

S. W. Roth, of the Retailers' Journal of Chicago, told of the work that is being done in Chicago. He predicted that the retailers of New York would win their fight. He was thanked for his address by a standing vote

E. V. D. Paul, of the Universal Tobacco, was greeted with applause, when he arose and told the meeting of his company's readiness to help the retailers in their fight.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by ____ Street, ____
Name ____ State ____
City ____

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

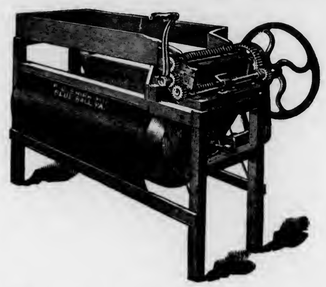
UNION BUTTS GOOD STUFF
Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **it Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.
READING, PA.

Price, $1.00. Large Discount in quantities
No winding; no snapping; nothing to get out of order; perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

THE DAISY
Tobacco Cutting Machine



Noted for Clean Work and Uniformity of Scraps. It cuts tobacco in a moist state, avoiding dust and waste. It is suited for bunching machines or hand work. These are desirable features in any cigar factory.

THE DAISY
Cigar Box Trimmer

This machine is well designed and well made. It is durable, and the most desirable **Cigar Box Trimmer** ever built.

FOR PRICES AND FURTHER PARTICULARS, ADDRESS

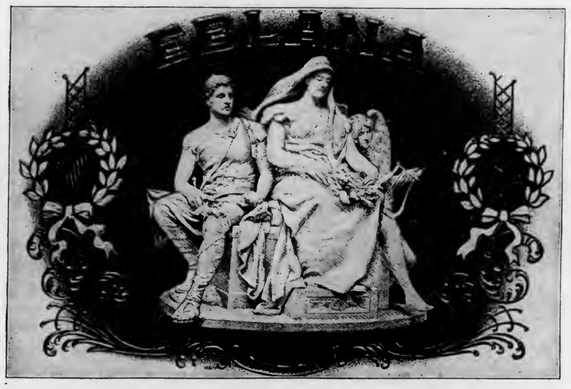
P. E. SHIRK, MANUFACTURER,
BLUE BALL, (Lancaster County) PA.

Capacity, One Million per Month.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made **5c.** Cigars in the Market

Union Made
All Sizes



Union Made
All Sizes

M. Steppacher, Reading, Pa.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin

High Grade
Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in
All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

G. A. Kohler & Co.

Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories: **Cigars**
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Trade-Mark Register.

Havidom. 13,864.
For cigars. Registered Nov. 4, 1902, at 9 a m, by the Peerless Tobacco Co., Trenton, N. J.

General Use. 13,865.
For chewing and smoking tobacco. Registered Nov. 5, 1902, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia.

Mr. Dooley. 13,866.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered Nov. 5, 1902, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia.

Our Tickler. 13,867.
For cigars, cigaretts cheroots, chewing and smoking tobacco. Registered Nov. 5, 1902, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia.

Hunkey Dorey. 13,868
For cigarettes, cheroots, chewing and smoking tobacco. Registered Nov 5, 1902, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia.

Union Seal. 13,869
For cigars, cigarettes and cheroots Registered Nov. 5, 1902, at 9 a m by J. S. Geller, Sons & Co., Philadelphia.

Porto Rico Puffs 13,870
For cigarettes and cheroots. Registered Nov. 5, 1902, at 9 a m, by J. S. Geller, Sons & Co., Philadelphia.

Bleike's Little Joe. 13,871.
For cigars, cigarettes and cheroots. Registered Nov. 8, 1902, at 9 a m, by W. T. Bleike, Houston, Texas.

Delmarvia. 13,872
For cigars, cigarettes and cheroots Registered Nov. 8, 1902 at 9 a m, by Stern & Thomson, Baltimore, Md.

REJECTIONS.

De Lyte, Black Diamond, Foxy Kids, Creation, Fairy Tales.

CORRECTION.

"Teddy's Arbitration," registered Oct. 28, 1902, by H. S. Souder, Souderton, Pa., should have been "Teddy's Arbitrators."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Flor de Royal Twelves, Susetta, Red Square, Divan, Everybody's Favorite, Emanuel Lasher, Monte Cuba, Swastika, Fama Vana, Nueva Porto, Nueva Vana, Nueva Importo, Nueva Habana, Unora, La Flor de Pio Pico, Cuban Cupid, Mayer's Make, Mayer's Bouquet, El Bino, Man About Town, David the Giant Killer, Ka Culebras, Native Dad, Charles Austin Bates, Georgia Pearl, Sons of the Desert, Margurite Sylvia, Chuctananda, The Country's Need a good Five Cent Cigar, Three Sports, Three Maidens, Golden State Limited, Thomas Walsh, Havana Auslese, Cuba Auslese, Black Silk, Pamela, Pamelia, Railroad Squares, St. Paul, Old Virginny, Judge Gale, Post Tavern, Capitol Seal, Judge Noble, Out of Politics, La Gran Oferto, Try Us Three, Gee Whizz, George F. Monaghan, The Hasty Specials, Marquam, Grand Bouquet, Mad Mullah. Auditorium Annex, El Fondola, So Good, El Fondee, Bear Facts, El Queeno. Advancier, Havana Sweets, Flower Bell, Royal Kiss, Bank Stock, Mr. Murphy, Royal Judge, Favorite Queen, Union Shop, Vassar Queen, Vuelta Seconds, Listed Stock, Union Man, Ponitentia, Northwestern.

Trade in Reading.

Reading, Pa., Nov. 8, 1902

Cigar manufacturers in this district are enjoying an era of great prosperity at present. The firm of Bondy & Lederer, at Allentown, which is one of the largest in this district, expects to turn out over 2,000,000 this year. All of the manufacturers here are behind in their orders and there is a great demand for stamps at the revenue office.

The patrons of J. Luther Goodhart's cigar store, 645 Penn Street, held a variety supper on last Saturday evening at Schubert's hall, to raise money to defray the funeral expenses of "Blind Tom" Heilman, who died in Scranton last week, formerly a familiar character about the place.

Morris M. Ruth, who conducts a cigar store at Schuylkill ave. and Douglass street, has returned from an extensive visit to California. He was accompanied by his wife.

Harvey Trumbore, cigar salesman, disposed of over 10,000 cigars at Lynnport last week. He reports business very good.

T. J. Dunn & Co., cigar manufacturers of Boyertown, made two shipments last week, aggregating 550,000 cigars. The firm is very busy at present, and has put a number of additional hands to work.

A. R. Orth, proprietor of the Post Office cigar factory and cigar store, and manufacturer of the Pompey, one of the leading nickel brands here, has placed a new brand on the market, styled 37 North 5th 5-cent cigar, which is meeting with success. Mr. Orth is very busy at present and his output this year will double that of last year.

James L. Trexler, deputy internal revenue collector, reports the gross receipts for cigar stamps last week at $35,970.75, and $1,362.21 for tobacco stamps. Mr. Trexler reports

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,

Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

the cigar business good. For the second time in months the receipts from cigar stamps were heavier than those for beer. The cool weather has cut down the output of the latter.

Charles Fleck, of the Fleck Cigar Company, has returned from one of the most successful trips he has ever made through the coal regions. He received orders for over 100,000 cigars, chiefly his Eastern Buffalo and Smoke House brands. He says that everybody wants their goods shipped first, and that it is almost impossible to get out the many orders. The firm is experiencing considerable difficulty in securing cigarmakers and strippers. Never before was there a larger working force employed. The factory is working over time four nights in the week. The firm recently placed their new brands, the Royal Rob and the City Elk, on the market. Both are done up in handsome packages in five or more sizes.

E. E. Kahler reports business brisk. He has plenty of orders on hand and says business and collections were never better. He employs a full force of hands, and large shipments of his leading brands are made daily.

W. W. Reigel's factory, at Third and Greenwich streets, is again working on full time and with an increased force of hands. Large orders are constantly coming in and there is a large demand for the Quintus brand.

Julius G. Hansen left on a six weeks' trip west going as far as the Pacific coast. His factory has been running steadily all the year, and large shipments are made each week.

Howard E. Harbster has opened a retail cigar store at Oley and McKnight streets. He keeps all of the leading brands and has furnished his place in a handsome manner.

LANCASTER'S REPORT.

Lancaster, Pa., Nov. 11, 1902.

A fairly good business was experienced by the leaf dealers here during the past week.

W. DeHaven & Co. have sold 400 cases to Young & Newman of Philadelphia; a good sized sale was also made by Meiskey & Heiland of 1901 goods. Other fair-sized transactions were made by I. H. Weaver, Jacob Mayer, John D. Skiles, P. L. Leaman & Co., and broker John Bausman. The cigar industry seems to be in a fairly prosperous condition throughout the county.

S. R. Moss' new annex will soon be completed, and will make his factories not only the largest, but the most complete in point of detail of any in the county.

Mr. B. Bloomer, acting for his mother, Mrs. Ada B. Bloomer, is offering for sale the property of the Havana Cigar Co., of this city, of which Mrs. Bloomer is the owner. A foreign attachment has been issued by her against Jas D Law to recover personal property valued at $1,500. Mr. Law was for two or more years the manager of the business, but at present is visiting Scotland, of which country he is a native.

S. R. Moss has secured a verdict for $2,400 against Conradi & Goldberg, leaf dealers, of San Francisco, Cal., to whom he alleged he had sold 16,544 pounds of tobacco at 14 cents per pound, and for which he had not been paid. The defendants claimed that the tobacco was to have been of the 1898 crop, but that it was of the 1899 crop, and that they had therefore refused it and returned it to Mr. Moss.

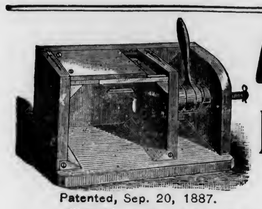
Stein vs. Theobald & Oppenheimer Co.

The general Term of the New York City Court has affirmed the judgment of the trial court in the breach of contract suit of Stein vs. Theobald & Oppenheimer Co. The decision of the court is as follows:

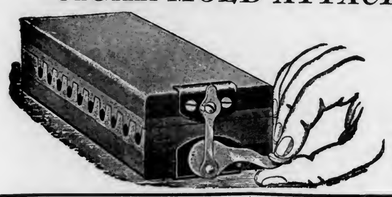
"We think the judgment entered herein is correct and should be affirmed. The action is for the breach of a contract upon the part of the defendant, who employed plaintiff as their broker in the purchase of a certain lot of tobacco, and as pleaded was amply proven in our opinion. The claim that there was no consideration for the agreement in suit is untenable. While it is true that an express promise to pay for past services rendered without a request is void for want of consideration, it must be borne in mind that here consideration is based not only on past services but on services in futuro thereafter actually performed. The plaintiff cannot therefore be put in the category of a volunteer rendering services without request and then claiming pay for the value thereof. We are unable to discover the commission of any errors on the trial hereof which call for a reversal of the judgment. It follows, therefore, that the judgment and order appealed from should be affirmed with costs."

Nichols & Bacon, with Morton Stein, as counsel, for plaintiff; Einstein, Townsend, Guiterman & Shearn, with Milton S. Guiterman, as counsel, for defendants.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
436 & 437 W. Grant St.
Lancaster, Pa.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Licorice Plant Burned.

The McAndrews & Forbes Company, Camden, Lose Almost $1,000,000.

The $1,000,000 fire in Camden last Saturday seriously damaged, among other plants, the shed and wharf of the McAndrews & Forbes Licorice Company, a business firm well known in the tobacco world. The burned shed and wharf was 360 feet long by 60 feet wide, and in the shed at the time of the fire were 120,000 bundles of licorice root, valued at $840,000. The wharf which was destroyed was valued at $80,000. By quick and earnest efforts the firemen and fire boats succeeded in saving the steamship Conwaig, on which were 3 500 tons of licorice root, which was towed to midstream from the company's wharf.

The McAndrews & Forbes is one of the largest licorice root handling companies in the world. The licorice is extensively used in the manufacture of medicinal licorice, cut plug and smoking tobaccos and various drugs.

The total loss of the company is estimated at $920,000, and is fully covered by insurance. Officials of the company state that the plant, which was located on the Delaware river at the foot of Jefferson street, will be rebuilt. The Camden Whiting Company and the Nonpareil Cork Company, other losers by the fire to the extent of about $100,000, will also rebuild. Their losses are covered by insurance.

Of Interest to Employers.

The General Term of the New York City Court on November 3 decided a question of law which is of interest to every man who employs salesmen on a commission basis. The facts are these: A firm of trouser manufacturers of New York City employed one Innes as a traveling salesman on a commission of 7½ per cent., payable 60 days after the delivery of the merchandise, and agreed to pay one-half of his traveling expenses, the latter to be advanced as needed. Innes owed his employers $750 advanced as traveling expenses under the agreement above mentioned at the time he left their employment. The trouser manufacturers sold their claim for the $750 to a third party who sued Innes in the New York City Court for the recovery of the amount. The unanimous opinion of the three judges was that he could not recover. The point which is of interest to all employers of salesmen on a commission basis is that advances made to such salesmen are at the risk of those making them. In other words pay nothing until it has been earned in the shape of commissions.

Advertising Thermometers.

This is the season of year when enterprising cigar manufacturers and leaf dealers are looking about for holiday advertising novelties. Thermometers in the shape of a tobacco leaf or a cigar are always in order. The R. Hoehn Co., of 80 and 82 Chambers street, New York, of the famous Red Cross trademark, makes a complete line of such goods, and numbers among its patrons some of the largest leaf dealers and cigar manufacturers in the United States. The R. Hoehn Company will be pleased to correspond with the trade on this subject.

Leon L. Strause Fails.

Leon L. Strause, a large leaf tobacco dealer of Richmond, Va., filed a petition in voluntary bankruptcy in the United States District Court there on November 5. His liabilities are scheduled at $300,599, and his assetts at $455,543. This is the largest failure that has occurred in Richmond since the national bankruptcy law went into

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
1,000,000 PER DAY.
ESTABLISHED 1871.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf TOBACCO
We have a few **B and C Fillers** left of the 1900 crop.
EAST PETERSBURG, PA.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF Lancaster, Pa.
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in LEAF TOBACCO
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

effect in 1898. Among the unsecured out-of-town creditors are Goldman, Sachs & Co., bankers, of New York, for $25,000, and J. R. Kyle & Co., of Lynchburg, Va., for $2,212.

Death of Raphael Teller.

One of the oldest, if not the oldest tobacco merchant in the United States, Raphael Teller, died Monday, November 3d, at the home of his son-in-law, Abe Schlessinger, 722 North Sixth street, Philadelphia. A brief sketch of the life of the deceased follows:

Raphael Teller was born in Bavaria, Germany, in July, 1820. When but a boy he entered a tobacco house at Manheim Germany, and began learning the rudiments of the tobacco business; his subsequent career proved that he learned the details of the trade thoroughly and well. Mr. Teller came to Philadelphia in 1844 and at once engaged in the tobacco business under the firm name of R. Teller & Co., having an office on Fourth street, below Vine. In 1857 the firm name was changed to Teller, Anathan & Co., and the business was removed to Third and New streets; subsequently it was removed to larger quarters at 117 North Third street. During the war "Colonel" Teller also conducted business at 117 North Broad street. Mr. Anathan dying in 1870, the business was continued under the firm name of Teller Bros. until 1900, although in 1886 the subject of this sketch retired from active business, leaving his brothers and others to continue the large business of the firm.

Mr. Teller, in 1844, was united in marriage to Louise Mayer, a direct descendent of one of the first Napoleon's marshals. Mrs. Teller died in 1880. They are survived by two sons, Benj. F. and Jacob Teller, three daughters, Mrs. Ellis Silverstein, Mrs. Abe Schlesinger and Mrs. Philip Kohn, and eleven grand children.

At the time of his death Mr. Teller was the oldest member of the

THE LATE RAPHAEL TELLER.

Rodef Shalom Congregation, of which his son, Benjamin F. is the president. He was also a member of the I. O. B. B., Keystone Chapter F. and A. M., Harmony Club and the Mercantile Club

The deceased was noted for his kind and generous disposition; he was a generous contributor to numerous charitable organizations and was held in high esteem by an unusually wide circle of friends and relatives.

The funeral, held Wednesday last, was conducted by Rev. Henry Berkowitz and was attended by many relatives and friends. The interment was made at Mt. Sinai cemetery.

"Col. Teller," as Mr. Teller was fondly known for years in the tobacco trade, will be greatly missed for his kindly ways and enterprising business activity.

The large tobacco house founded by Mr. Teller is now conducted by his brother, David, his son, Jacob, and his nephew, Louis Teller.

W. W. Kuhn Re-Elected.

W. W. Kuhn, a well known cigar man of New Brunswick, N. J., was elected recorder of Middlesex county on November 4. This present term will be Mr. Kuhn's second in office.

THIS IS IMPORTANT TO YOU

There are a good many cigar makers who cling to obsolete methods on account of what they call the expense of making changes and getting on a modern basis.

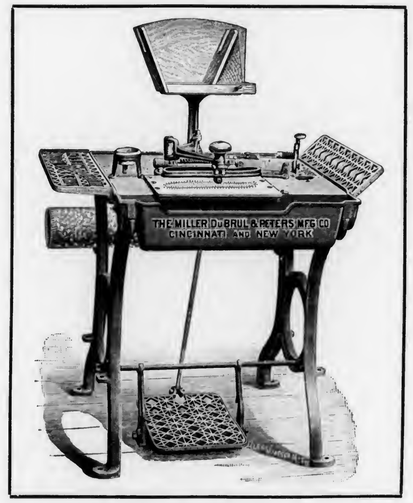
As a matter of fact, this isn't a question of expense at all. Do you call it an expense to pay somebody for making your clothes instead of doing it yourself? It is simply a question of having things done for you cheaper and better than you can do them yourself.

This is precisely what modern cigar making tools and equipment do for you.

The fact is that the right sort of tools pay for themselves in a short time by increasing both the quantity and quality of the output and by reducing the cost per thousand: thus they become more than self-supporting.

The DuBrul Dieless Suction Table is a case in point.

This table will soon pay for itself and go on making money for you year in and year out.



We still continue making tables with dies and rollers, but we submit this Dieless Table to the trade as the ultimate success of years of effort to produce a really perfect, satisfactory and efficient method of rolling cigars.

The elimination of dies and rollers and their annoying and intricate mechanism is an important step forward.

This table is simplicity itself and on this account is welcomed by the operator with open arms.

It does its work better than any table with dies can possibly do.

It increases the output because it enables the operator to do more work and the work is much easier to learn than on any other table.

It produces better goods because the wrapper is cut with a knife, giving a clean cut edge instead of a mashing cut edge with a white streak. Every die will leave a streak, and that streak won't do on "Clear Havanas." Further, because there are no dies in the way with their attendant complications and care, the operator has free action and is able to turn off a far better looking cigar.

These are some of the reasons why the DuBrul Dieless Suction Table ought to be installed on your premises at the earliest possible moment.

There are other reasons and other facts which we should like to give you.

It will pay you to open correspondence with us in regard to this Table, and if not about this one, let us hear from you about our Die Table, the best in the business We exhibit both styles at our offices.

Ask for Booklet w. s., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.
507-519 E. Pearl Street CINCINNATI, OHIO
1 Madison Avenue NEW YORK CITY

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.
Manufacturers of

High-Grade Seed and Havana CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade Seed and Havana Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

F. E. Eberly,
Manufacturer of High-Grade Union Made CIGARS
Stevens, Pa.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only. Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses. Write for prices.

"UNCLE SOL."

MR. SOL. HOFFHEIMER.

Hamburger Bros. & Co's. veteran traveler, "Uncle Sol" Hoffheimer, is just now making his last 1902 trip through his Pennsylvania territory.

Mr. Hoffheimer is one of the oldest and best known leaf salesmen now traveling in Pennsylvania. He has been connected with the house of Hamburger ever since 1878, and for over twenty years has made Pennsylvania his special field.

Prior to 1878 he had been for a number of years a traveler for the old whiskey house of Lediard & Townsend. He says, jestingly, that he made the change because he got tired of free whiskey, and felt sure he should like free cigars much better.

Just before leaving New York on November 5 for his final 1902 round up in Pennsylvania, Mr. Hoffheimer was asked what he thought of the future from the standpoint of a leaf salesman.

"I am no prophet," he said, laughingly, "but you see my grip is packed and I can assure you I am just as careful to day as I was when I started out on my very first trip, 'way back in 1878. I have accumulated a vast fund of experience, I know thoroughly the trade upon which it is my duty to call, and I am able to assure my customers that the stock represented by my samples is complete in every line and excellent in every particular.

A U. C. S. Co. Fight in the East.

The United Cigar Stores Company which opened cigar stores in Taunton, Fall River and New Bedford, Mass., and in Providence, Pawtucket and Woonsocket, R. I., during the last week in October, under the management of Wise Bros., is having a big fight with the regular retailers of those cities, the latter being backed by the Cigar makers' Union, the Shoemakers' Union, the Carpenters' Union, and other bodies of organized labor, which are very strong in all the New England states.

The opposition to the United Cigar Stores Company was organized at a meeting held in Taunton on October 18, and is made up practically of all the retail tobacconists in the six cities mentioned above. Not one of these will hereafter sell any piece of goods at cut rates. Among those in Taunton who are most active in the fight are Charley Dean, Mrs. J. Helt & Co., C. Coleman, C. Kelliher, Cy. Carpenter and the big retail drug firm of Cobb, Bates & Yerkes. The last mentioned firm used to sell Harvards at 7 cents and the nickel leaders at 4 cents each, but will do so henceforth never again.

Latest News from York, Pa.

York, Pa., Nov. 10, 1902.

The volume of business transacted in the York leaf tobacco market last week was below the average, due, no doubt, to the election last Tuesday. There has been little or no change in conditions. The tobacco packers have buyers out through the country districts examining and locating the best crops. A number of growers in the vicinity of Faron Grove have sold their tobacco on the poles at prices ranging from 2 to 8 cents.

There is no let up in the demand for York county cigars. The manufacturers are looking far ahead and evidently expect a continuance of the present large cigar output. From all sections of the county there is a demand for more cigarmakers, and if the manufacturers could secure as many cigarmakers as needed, the output during the balance of the year would be very largely increased.

Millard K. Smith, a well known and apparently prosperous cigar manufacturer of Red Lion, attempted to commit suicide last Saturday morning by cutting his throat with a butcher knife. He owns considerable property in Red Lion, among which is a dwelling house and a large cigar factory, and employs a number of men and women. His business affairs are said to be in a prosperous condition. For some time past Mr. Smith has been acting in a strange manner, and at times talked wildly. His attempt to take his life was certainly due to mental aberration.

Reports from Red Lion, Yoe, and Dallastown are to the effect that the cigar manufacturers have more orders on their books than they can fill.

Mr. Goodling, one of the Republican candidates for member of the State Legislature, made a great run on the county ticket. He received 10,995 votes and was defeated by about 600 majority. York county has heretofore been Democratic by about 2,500 majority, and the result proves that Mr. Goodling was popular all over the county. He is one of the leading cigar manufacturers of Loganville.

The Celestina Costello & Co., of this city, is now represented in Chicago by S. Ropst, whose office is at 36 La Salle street.

A. H. Spangler's cigar factory at Jefferson is in need of more cigarmakers.

The Keystone Cheroot Company has closed its factory in the West End, Hanover, and removed the machinery to the plant recently established in the old shoe factory building in that place. The building just vacated in the West End will be occupied by the Keystone Cigar Box Manufacturing Company. The Keystone Cheroot Company now has over 100 hands at work, a number of whom are from Baltimore.

J. Fred. Holtzinger, of the firm of Haines & Holtzinger, leading cigar manufacturers of Red Lion, made a trip during the week to Scranton, Wilkes-Barre and other points through the anthracite coal region. He reports business is picking up wonderfully in that section since the miners' strike has ended. This firm does a large business in that region.

H. G. Stabley and E. Snyder, the leading cigar manufacturers at Spry, report having lots of orders for cigars on their books.

John Uhrich, representing the Day and Night Tobacco Company, of Cincinnati, O., has been in York the past week. He is making a thorough canvass of the county and has succeeded in placing his goods in nearly every store he has visited. The local jobbers will be benefited by Mr. Uhrich's missionary work.

Mr. and Mrs. S. L. Johns recently entertained a large number of friends at their palatial residence, "Blue Gables," in the suburbs of McSherrystown. Among the guests were John Albers, New York City; Walter Burns, Philadelphia; W. B. Thomas, Westminster, Md.; N. E. Cramer, James and Charles Castle, Frederick City, Md; B. F. Shriver, Union Mills; Hon. Harry Gitt, George Gitt, T. J. O'Neill, Mr. Delone, Mr. Bready, J. W. Myers and others of Hanover, Pa.; Hon. A. Posey, of Charles county, Md. Mr. Johns owns ten farms in and around McSherrystown and Hanover that are among the best farms in that section. Over 400 cattle are being fed on the farms for the market. Mr. Johns last year completed the erection of one of the finest residences in this section of the state, and entertains his friends in a royal manner.

Ernest W. Zimmerman, of York, has been granted a patent for a new tobacco pipe. The stem is provided with a cavity, and a tube in communication with the tobacco chamber of the pipe bowl, extending into the cavity of the stem, and having its free end provided with a return lip constituting a saliva-deflector. The pipe has a bowl provided with a smoke orifice and stem socket, a stem removably fitted at one end in the socket, and having a reduced seat adjacent to the smoke orifice, and an enlarged cavity in communication with the seat, a mouthpiece movably fitted in that end of the cavity which is remote from the seat, and a cooling tube removably fitted in the seat in communication with the smoke orifice, having an intermediate coiled portion, and provided with a free extremity in the cavity of the stem.

—A curious historical fact is that the first loan made by the United States was made payable in tobacco. It was authorized by a resolution of the Continental Congress, December, 3, 1776.

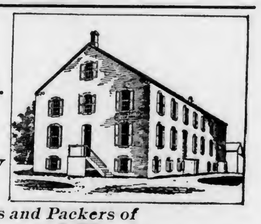
Walter B. Hostetter. B. F Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE
WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa.
WAREHOUSES: { Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
Investor—5 Cents
To Jobbers Only.
Phares W. Fry, Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs
Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels
TELEPHONE.
Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The superb weather for stripping tobacco has been and is being improved wherever the other pressing fall work will permit. The heavy rainfall of October 22, when almost three inches of water fell, and the damp spells following, must have kept the crop in case and ready to come down. Care should be taken to avoid taking down when it is too moist, and growers should also avoid sprinkling their leaf for, in the majority of cases, they injure their crops instead of benefiting them. So we again reiterate our repeated warning. There is one other matter that we want to call to the attention of the growers, viz., the sales in the trade papers can only refer to the open sales in the market. A large portion of the sales are made by the traveling agents, who range to all parts of the country with samples, thus supplying the manufacturers with stock that is never reported, and when oily tongued buyers refer to the light sales to show a light demand, they are trying to buy your crop at a low price. It is reported that the American Cigar Company have purchased one million dollars worth of the present Wisconsin tobacco crop.

Our correspondents write:

Williamsburg: "Quite a quantity of tobacco was taken from the poles at the late damp spell, and the nice sunny days of the Indian summer have enabled the men to strip and bundle the leaf with a good degree of comfort. The leaf is sound and of light color. No sales so far as I know."

Enfield: Gans & Son, of New York, and Hinsdale Smith Company purchased a number of lots of the new crop of tobacco, to be delivered in the bundle. The prices ranged from 17 to 22c; they averaged over 20."

Hazzardville: "Considerable tobacco has been taken from the poles and stripped the past week. It is a very fine crop. I hear of a few sales in Shaker Village and at Ellington, but am unable to give the prices obtained.—American Cultivator.

BALDWINSVILLE, N.Y.

There is no activity in the local market, the buying of the new crop not having commenced yet and but little of the old crop now being left in the growers' hands. Several small shipments were made during the week from the warehouses and 200 cases were shipped from here Monday by the Syracuse Cigar and Tobacco Co. to Julius Marquisee, at Lancaster, Pa.—Gazette.

EDGERTON, WIS.

A moderate movement of the new crop continues and buyers seem determined to keep up their riding so long as any portion of the crop remains unsold. Since the casing weather has arrived buyers are active again and large inroads are being made in the fraction left in growers' hands. That prices are steadily maintained is demonstrated by the appended transactions.

The 1901 crop is also receiving attention from buyers all along the line.

There is but little change in the conditions of the cured leaf market, though some moderate sized transactions have been made.

The week has brought casing weather and a portion of the hanging crop has been removed from the sheds and stripping commenced.

Shipments 793cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

There were small sales this week. Market quiet but firm, holders stock being much better than new crop shows. They are very firm as stock now is only about 800 hhds. on sale, which is nearly all long leafy medium good and fine grades. The first season on this week, and much riding has been done by the trade, who report the tobacco as very small in leaf, 12 to 20 inches, brown and dark color, fair to good body. Planters are firm in holding at about last year's prices, as the crop is short in quantity, one-third to one-half. The usual trade will require all to supply the world's demand.

Lugs-Com. 4¼ to 5¼c; Med., 5¼ to 5¾c; Good, 5¾ to 6¼c Fine, 6¼ to 6¾c

Leaf—Com., 6¼ to 7¼c; Med., 7¼ to 8½c; Good, 8½ to 10½c; Fine, 10 to 12½c.

Receipts for the week, none; year, 11,810. Sales for the week 33; year, 10,286.

Women May Not Smoke.

The station master at the Union Station in Richmond, Va., posted orders on Nov. 1 forbidding women to smoke in their waiting room. The maid had been frequently sent out to the cigar stand for packages of cigarettes, and the practice had grown so rapidly in the luxurious apartments provided for the comfort of women passengers, that the railroad authorities took this action.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

LATE REVENUE DECISIONS

Cigar Manufacturers' Stamp Account.

In the examination of the accounts of a cigar manufacturer it appeared that while he accounted for tax on all cigars reported sold and removed from his factory, the stamp account shows that he should have had on hand January 1st last a large number of unattached stamps, but that he did not report any stamps on hand at that date. This circumstance indicated that he manufactured and sold cigars not reported on his Book 73 and monthly return Form 72, and had stamped and tax-paid certain cigars not accounted for. The Collector was instructed that in opening this account for the present fiscal year no credit must be allowed for any unattached stamps, and that the manufacturer should be required to make daily entries in Book 73, showing the actual number of cigars made each day and the number sold and removed from the factory each day properly stamped.

Coupons or Vouchers in Smoking Tobacco.

A manufacturer submitted a copy of a coupon or voucher that he proposes to place in his statutory packages of smoking tobacco, and presented the question whether the coupon conforms to the established regulations of the office. It was advised that the use of small advertising cards, coupons, circulars or certificates are permissible, provided the name and address of the manufacturer, and the registered factory number, appear plainly printed on each coupon, voucher or certificate placed within a statutory package of tobacco, advertising the goods; and that the coupon, certificate or voucher may be returned by a dealer in tobacco (or by a consumer who buys the tobacco at retail) in exchange for other articles, provided their distribution does not depend upon the event of a lottery, and where each coupon or voucher has some individual value.

Affixing the Wrong Cigar Stamps.

A collector advised that one of the employes of a cigar manufacturer had, by mistake, affixed stamps of the denomination of 100 on boxes containing 250 cigars, which had not been removed from the factory. The question was whether two additional stamps could be affixed to each box. It was advised that manufacturers were required to affix one stamp to each box which should denote the actual number of cigars contained therein and on which tax was paid; therefore that the boxes in question should be emptied and the stamps affixed thereon unnecessarily and inadvertently used destroyed, under the supervision of a deputy Collector, with the right reserved to the manufacturers to make a claim on Form 38 for value of stamps so used and destroyed, as provided by act of May 12, 1900, and regulations made in pursuance thereof respecting the redemption of stamps, the claim to be accompanied with an affidavit from the deputy collector showing why the stamps cannot be returned for redemption.

Cigar Vending Machine.

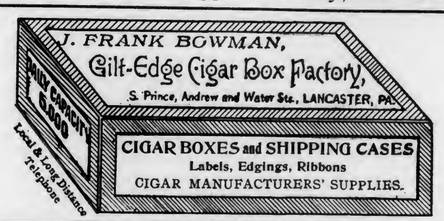
A sample cigar vending machine submitted to the Commissioner for his approval is inclosed in a glass case with an iron or wooden frame, and is an entire section complete in itself, and so constructed that cigars may be sold and delivered from the original stamped boxes in the machine. Other identical sections may also be placed within the glass case and cigars sold and delivered from the several boxes, the machine being supplied with glass sides, ends and top in such manner as to permit official inspection of the boxes containing the cigars after they have been placed in the machine and without unlocking the same. This machine is similar to other vending machines approved by the Commissioner, and was approved by him for the purpose of vending cigars from original packages. The owner of the machine was cautioned that after the cigars have been sold from the boxes placed in the machine the boxes must be removed and the stamps affixed thereon must be utterly destroyed, and that the boxes cannot be again used for packing other cigars or for vending other cigars from the same or any other machine.

Delivering Cigars by Mail.

A Collector submitted a small pasteboard box sufficiently large to hold five cigars of the intermediate size, paying tax at the rate of $3 per thousand, which a dealer desired to mail as samples to prospective customers, the cigars to be taken from properly stamped boxes. It was advised that all cigars must be put up in boxes not before used for that purpose, and containing, respectively, 12, 13, 25, 50, 100, 200, 250 or 500 cigars, and each box must be properly labeled, branded and stamped before removal from the factory; that every person who sells, or offers for sale, or delivers, or offers to deliver, any cigars in any other form than in new boxes, will incur the liabilities imposed by Section 3392, Revised Statutes. It was further advised that the statute is not construed as preventing the sale of cigars at retail over the counter by retail dealers from boxes properly packed, labeled and stamped in the

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.
THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in
Leather Goods and Celluloid Signs
of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.
Epstein & Kowarsky, 351 Broadway, New York.


J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
DAILY CAPACITY 50,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
CORRESPONDENCE SOLICITED
JOHN A. SAUL,
le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEPP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
☞Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

manner provided by law; but it is construed as intended to prevent either a manufacturer or a dealer from soliciting orders, and delivering cigars by mail in unstamped boxes or other packages; and that all cigars, whether of domestic or imported manufacture, found in the mails not properly stamped and packed would be subject to forfeiture, under Section 3398 of the Revised Statutes.

Tobacco Subdivisions.

A manufacturer submitted for approval two small pasteboard boxes intended for use as subdivisions or parcels of statutory packages of granulated smoking tobacco, repacked in boxes, cartons or paper bags, and containing in the aggregate one pound of tobacco, to be properly stamped and labeled. Each small package had printed thereon the name and brand of the tobacco and the words, "This is an authorized subdivision taken from a properly stamped package." The packages were not large enough to hold more than three-fourths of an ounce of granulated smoking tobacco, and the same were approved, with instructions that the same must be repacked in large packages containing not more than sixteen ounces of tobacco, properly labeled and stamped, the stamp denoting the aggregate weight of the tobacco contained in the subdivisions; and, further, that a stamped statutory package containing subdivisions can not be broken at the factory for the purpose of distributing the tobacco to other packages or to consumers through the mail, also that manufacturers' agents and salesmen and dealers in tobacco are privileged to break stamped packages and deliver the contents directly to consumers; and after the carton, box or other package containing the subdivisions has been emptied, the stamp thereon must be utterly destroyed. The manufacturer was advised that the use of labels or strips of paper in imitation of the likeness of internal revenue or customs stamps would be in violation of Sections 3,455 5,413 and 5,430, Revised Statutes, and subject the tobacco to forfeiture, and the person using such stamps to punishment prescribed by Section 3,455.

Packages Destroyed in Transit.

The manager of a railroad company advises the Commissioner that packages of tobacco are sometimes partially destroyed when in transit and refused by the consignee on that account. He desires to be informed whether goods of such character left on the hands of the company can be sold and retailed by the purchaser without a violation of law. He was instructed that all manufactured tobacco is required to be put up in packages containing statutory quantities, each package to be properly labeled and stamped by the manufacturer, and when such goods are properly stamped, packed and removed from the factory and the packages are subsequently broken and the stamps lost or destroyed by accident such packages may be restamped as provided for by section 3,115, Revised Statutes, as amended by the act of March 1, 1879; that where packages have been so mutilated or broken that they will not contain the statutory quantity of tobacco originally packed therein they must be repacked and stamped by some qalified manufacturer of tobacco before they are sold or offered for sale by the company, and if all evidence of previous stamping has been destroyed, before a new stamp would be issued satisfactory evidence must be submitted to the Commissioner, showing that the tobacco was actually tax-paid and properly packed by a manufacturer of tobacco. The attention of the applicant was called to section 3,373, which provides that the absence of a proper stamp on any package of manufactured tobacco or snuff shall be notice to all persons that the tax has not been paid thereon, and shall be prima facie evidence of the non-payment, and such tobacco or snuff shall be forfeited to the United States; that section 3,363, Revised Statutes, provides that no manufactured tobacco shall be sold or offered for sale unless put up in packages and stamped except at retail by retail dealers from packages authorized by law, and every person who sells or offers for sale manufactured tobacco not so put up in packages and stamped would incur liability to fine and imprisonment as provided by the section.

BUSINESS CHANGES, FIRES, Etc.

California.

Los Angeles—Bracewell & Jones, cigars, dissolved, Bracewell continues.

Illinois.

Dixou—Dayton Bros., cigar manufacturers, closed.

Indiana.

La Grange—Gamire & Son, cigar manufacturers, sold out.

Kentucky.

Louisville—N. Steinberg, cigars, succeeded by N. Steinberg Co.

Maine.

Lewiston—Henry A. Reichel, cigar manufacturer, selling out.

Massachusetts.

Boston—F. P. Norton Cigar Mfg. Co., selling out.

Lawrence—Miss E. Rounds, cigars and tobacco, chattel mtge. $100.

Michigan.

Adrian—J. C. Gussenbauer, cigars, tobacco, etc., deeds $950.

Missouri.

Kansas City—F. I. Lucus & Co., wholesale and retail cigars, sold out to H. S. Collins.

Nebraska.

Bloomfield—Wm. Keuling & Co., cigar manufacturer, succeeded by John Hostetter.

New Jersey.

John H. A. Wolters cigar manufacturer, chattel mtge. $364.

New York.

New York City—Herman Fried, cigar mfr., petition in bankruptcy.—John Voss, cigar manufacturer and retail cigars, dead.

Oregon.

Ashland—D. T. Irwin, cigars, etc., sold out to E. Riddle.

Dallas—H. B Plummer, cigars, etc., sold out to H. M. Brown.

Grants Pass—R. L. Bartlett & Co., cigars, etc., sold out to W. F. Colburn.

Marshfield—F. P. Norton, cigars, deed $2,000.

Pennsylvania.

Lebanon—A. J. Meridith, retail cigars and tobacco, succeeded by George Jones.

Imports and of Cigars Leaf Tobacco

FROM HAVANA

Per steamers Vigilancia and Mexico.

CIGARS

Park & Tilford, New York	65
Havana Tobacco Co., New York	55
Acker, Merrall & Condit, New York	34
B. Wasserman Co., New York	27
S. S. Pierce Co., Boston	18
Waldorf Astoria Segar Co., New York	16
M. Blaskower & Co., San Francisco	13
Robert E. Lane, New York	7
G. S. Nicholas, New York	7
J. Wagner & Son, Philadelphia	6
Michaelis & Lindeman, New York	5
Estabrook & Eaton, Boston	5
L. Sisenvine, San Francisco	5
W. A. Stickney Cigar Co., St. Louis	5
Lilienfeld Bros. & Co., Chicago	4
H. Harris & Co., San Francisco	4
Duncan & Moorhead, Philadelphia	3
R. H. Macy & Co., New York	3
S. Bachman & Co., San Francisco	2
Best & Russell Co., Chicago	2
Showell & Fryer (Ltd.) Philadelphia	2
D. Frank & Co., Boston	2
C. B Perkins & Co., Boston	2
The Weideman Co., Cleveland	2
Maitland, Coppel & Co., New York	1
I. Samelson & Co., Memphis, Tenn.	1
Esberg-Gunst Co., Portland, Ore	1
D. Loughran, Washington, D. C.	1
Total	298
Previously imported	8,104
Imported since Jan. 1, 1902,	8,402

LEAF TOBACCO	bales
F. Miranda & Co., New York	677
Waitt & Bond, Boston	512
Calixto Lopez & Co., New York	290
J. Bernheim & Son, New York	235
Brown Bros. & Co., Philadelphia	160
Loeb-Nunez Havana Co., Philadelphia	99
Sutter Bros., New York	91
H. B. Franklin & Co., Chicago	69
E. P. Cordero, New York	60
J. Menendez, New York	60
C. R. Goldsmith & Co., New York	57
F. Garcia Bros. & Co., New York	50
A. Gonzalez & Co, New York	50
S. L. Goldberg & Son, New York	47
M W. Mendel & Bro., New York	44
J. Gonzalez & Co., New York	32
Manrara Bros. Co., New York	30
American Cigar Co., New York	25
L. Bremer's Sons, Philadelphia	25
Hochstein Leaf Tob. Co., Milwaukee	25
Heyman Bros. & Lowenstein, New York	25
S. L. Johns, McSherrystown	25
The Hilson Co., New York	25
Simon Batt & Co, New York	23
L. Friedman & Co., New York	21
M. Cespedes, New York	20
M. Stachelberg & Co., New York	17
M. Cruz, New York	15
D. H. Delmonte, New York	15
J. Diaz, Philadelphia	15
Reigel & Brown, Chicago	15
E. Rosenwald & Bro. New York	15
F. Schulz Sons, New York	15
A. Cohn & Co., New York	10
Leopold Powel & Co., New York	10
L. Peters & Co, Detroit	10
M. Gans & Co., New York	9
Total	2,923
Previously reported	107,252
Imported since Jan. 1902	110,175

STILL ANOTHER IMPROVEMENT!!!
PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF 250.
A FINELY FINISHED BRASS RETAINER FOR COUNTER USE F-R-E-E WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.

Retainer Patented August 12, 1902.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WISCONSIN, U. S. A.

JACOB G. SHI
40 W. Orange St., Lancaster
Wholesale Manufacturer Jobber
Plug and Smoking Tobaccos and Cigarettes
PLAIN SCRAP, SELECT BUTTS—Chew or Smo
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS
VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

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CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

ALTZGRAFF & CO.

Grade Nickel and HAVANA

Cigars

York, Pa.

Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

A. K. MANN,
Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
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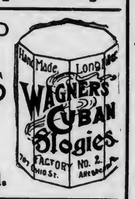

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

CIGAR BOXES of Every Description
Gold Leaf Embossed Work
A. Kauffman & Bro., York, Pa.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 47. | PHILADELPHIA, NOVEMBER 19, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

The New Remedios, Santa Clara and Manicaragua are said to be the poorest grown in years.

OLD HAVANA

At Present Prices

Is a Good Purchase.

We have a large stock of Desirable Goods to offer.

SCHROEDER & ARGUIMBAU,

Successor to SCHROEDER & BON,

No. 178 Water Street, NEW YORK.

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Manufacturers,

TAKE HEED!

You can't make Good Cigars of Poor Tobacco;
You can make Fine Cigars of Good Tobacco;
BUT YOU CAN MAKE the FINEST CIGARS
*of the **BEST TOBACCO,***
*And we know that you can **BUY THE BEST** at*

ROTHSCHILD & BRO.

141 Water Street, NEW YORK,

77 and 79 Jefferson Avenue,
DETROIT, MICH.,

Industria 144, HAVANA, CUBA.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XLVII.—TOBACCO INDUCEMENTS TO THE NEGUS.

By ISAAC MEYER, of Isaac Meyer & Co.

Two visitors were announced to the Ahkoond as he sat in a cool corner of the palace garden at Swat, enjoying an after-dinner cigar in the society of the favorite Ahkoondess.

After glancing at the pasteboards the Ahkoond pinched the ebon ear of the lady and said:

"Waddle off now, dear. I must receive the Ghaikwar of Paroda and the Negus of Absentinia. I'll see you later."

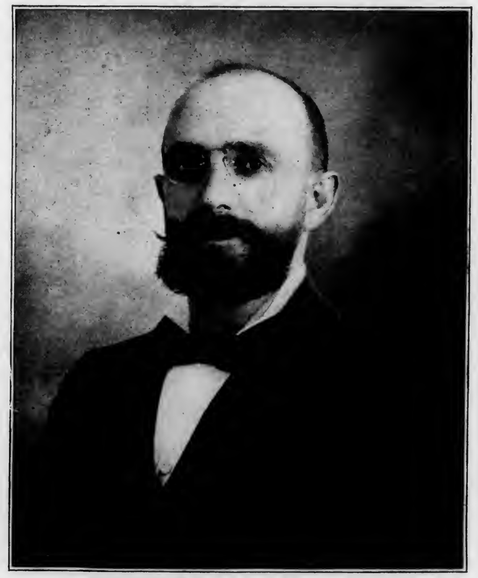
Then the Ahkoond turned to his Vizier, and said:

"Show their majesties this way."

The Ghaikwar and the Negus rarely traveled out of their respective dominions, but having learned from an American comic weekly that there existed in their quarter of the globe a kingdom called Swat, possessing a ruler with the remarkable title of Ahkoond, which was just a stretch more picturesque than their own carefully selected official designations, they sent embassies to him and then made plans to form with him a defensive and offensive alliance, a sort of Asiatic-African dreibund against the rest of the world, in those two continents.

It was in pursuance of this scheme that they called upon the Ahkoond. The reception they got was most cordial. In fact, the Ahkoond's cordials were famous throughout both Asia and Africa, and after sampling them the three prize package monarchs were soon on the very friendliest of terms.

There was but one cloud upon the sky of royal amity that day, and that was made of cigar smoke. The Ahkoond of Swat and the Ghaikwar of Paroda were heavy smokers, but the Negus of Absentinia detested tobacco. It usually made him very ill at the pit of his royal stomach, but having come to Swat on a weighty affair of state he grinned and said nothing. It wasn't so easy to grin, either, because he was really ill, but it didn't hurt at all to keep silent, particularly as the language spoken in Swat was worse than Greek to him. The Ghaikwar and the Ahkoond paid no attention to the Negus, for they were busy telling each other about cut-rate bargains in the cigar stores they were in the habit of patronizing. Coal, bread and beef were all sky high both in Paroda and in Swat, so high that the people were either freezing or starving to death, but that didn't matter so long as cigars were cheap.



MR. ISAAC MEYER.

"Just think," said the Ahkoond, "You can buy the finest brands of nickel cigars in Swat at eight for a quarter and all the ten cent leaders at six cents each."

"Umph," grunted the Ghaikwar, "that's nothing; you want to come to Paroda to get real bargains. In my country they're selling all the big nickel favorites at ten for a quarter, and the ten-centers at five cents each. And as for cheroots and stogies, cigarettes, and smoking and chewing tobacco, those are free to every man who buys a quarter's worth of cigars."

"That's great," said the Ahkoond admiringly. "When you get back home send me a dollar's worth or so, will you?"

"Sure," answered the Ghaikwar, but under his breath he added, "Not till I see that dollar first. I won't."

On the whole the Ahkoond and the Ghaikwar enjoyed themselves hugely that afternoon. Pretty soon they fell to discussing the premiums given with cigars and cigarettes by rival manufacturers in their dominions, and then they forgot all about the negotiations they had come together to discuss. Which is why the map of Swat was subsequently changed. That, however, has nothing whatever to do with the present story.

"In Paroda," said the Ghaikwar, "they give away diamonds with their cigars."

"Yes, and in Swat," boasted the Ahkoond, "it's rubies and emeralds I haven't had to buy a single crown jewel for ever so long now, and the ladies of my domestic establishment have so many trinkets they give 'em to the monkeys and parrots to fight over."

"Well," the Ghaikwar admitted, "my sweethearts ain't quite as well supplied as that, but let me tell you what the cigar manufacturers of Absentinia have been trying to do with our friend the Negus. You know he has forbidden his subjects to smoke, under penalty of death. Well, Absentinia is a well-peopled country and rich, and the cigar people have been trying for a long time to get a footing there. They have made all sorts of propositions to the Negus. They promised him $100,000,000a year for a concession, and his answer was to chop off the head of the herald who brought him the offer. Next they assured him that if he would grant the concession they would give him a holiday trip to Europe every year and buy him as many automobiles as the Shah of Persia. That time he gave the herald a bath in boiling oil. The third herald met an even more dreadful fate. He came with an offer to fit out a farm for growing Sumatra under tents in Absentinia, with a guarantee that the crop would sell at $5 a pound and over. The Negus had the herald sewed up in a piece of cheese cloth and sent him home labeled 'Schemer.' But those tobacco men will win out in Absentinia yet," continued the Ghaikwar. "You see if they don't. I know what the Negus doesn't know. I got it straight from one of the theatrical agencies in New York. The tobacco people are sending to the Negus a shipload of the original famous sextette of chorus ladies, and when he sees those girls he'll just have to give in, that's all."

"He'll probably keep the girls and fool the tobacco people," was the comment of the Ahkoond of Swat.

"Well, if he does that," said the Ghaikwar, "and if those girls can prove they are the real, genuine, original six, I'll see if I can't have better luck with my armies in Absentinia than the Italians had. If the Negus steals those girls I'll make war on him, and win them for myself if I can."

"That will be interesting," said the Ahkoond.

—

Next Week—Chap. XLVIII.—Orlenka's Woe, by Joseph C. Heymann, of T. J. Dunn & Co.

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IMPORTERS OF PHILADELPHIA

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FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
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LEWIS BREMER'S SONS
IMPORTERS OF
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and PACKERS of
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Nos. 322 and 324 North Third Street, Philadelphia.

JULIUS HIRSCHBERG HARRY HIRSCHBERG
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Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
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Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
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IMPORTERS & PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
112 N. THIRD ST. PHILADELPHIA, PA.

THE EMPIRE LEAF TOBACCO COMPANY
Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO
S. Grabosky, Proprietor 118 N. 3d St. Phila.

K. STRAUS & CO.
IMPORTERS OF
DEALERS IN LEAF TOBACCO
HAVANA
122 NORTH 3rd ST.
K. STRAUS
A. LOEB
PHILADELPHIA.

BENJ. LABE JACOB LABE SIDNEY LABE
BENJ. LABE & SONS,
Importers of
SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
231 and 233 North Third Street,
PHILADELPHIA, PA.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

L. KRUPPENBACH
IMPORTED HABANA AND SUMATRA
DEALER IN LEAF TOBACCO
042-44 N. ELEVENTH ST. PHILADELPHIA
REGISTERED.

J. S. BATROFF,
224 Arch St., Philadelphia,
Broker in LEAF TOBACCO

Young & Newman, IMPORTERS of Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf. Y&N

GEORGE W. BREMER, JR. WALTER T. BREMER. OSCAR G. BOEHM.
BREMER BROS. & BOEHM,
No. 119 North Third Street,
PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in
LEAF TOBACCO

THE TOBACCO WORLD

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

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TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

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NOVEMBER 19, 1902.

Anti-Cigarette Society Busted.

Deputy Sheriff Cronin has received an execution against the Anti-Cigarette Society, manufacturer of a patent medicine for the cure of cigarette smoking and the drinking habit, at 65 Bleecker street, for $587, in favor of the Ben B. Hampton Company for advertising, and a sheriff made a levy on the place of business. The concern was incorporated on March 5 last, under New York laws, with a capital stock of $100,000.

A "Trust" Defined.

M. P. Kohlberg, a well-known New York city leaf dealer, is the author of the following definition of a trust:

"A trust is a body of brainy men engaged in the manufacture of an article of common use, and bent upon making its quality so excellent and its price so reasonable that the market for such merchandise shall be impregnable."

Good Man, D. Rothschild.

David Rothschild, for many years prior to 1893 head of the R. Rothschild Sons Co., manufacturers of store and saloon fixtures, which failed in the financial panic of '93 and '94, sweeping away Mr. Rothschild's private fortune of $2,500,000 and leaving him nearly $700,000 in debt and penniless, has paid every dollar of his old debts, although he had been legally freed from them by the bankruptcy court and is to-day the head of the Federal Bank of New York, which was opened about a month ago at 590 Broadway.

The Diebel Inventions.

MONEY-MAKING CIGAR VENDING MACHINE.

Superior Automatcic Cutter.

A new cigar vending machine is ready to be placed upon the market. It is different from other machines in many ways and, according to the claims of its inventor and manufacturer, William Diebel, of 327 North Eighth street, Philadelphia, is far superior to any and all similar machines now in use.

A World representative who called to see Mr. Diebel last Monday, was shown a number of the machines and the subject being one that cannot fail to interest the trade, a description of and other matters appertaining to it are herewith given.

Mr. Diebel's cigar vending device will be known as the Diebel Automatic Cigar Vending Machine and, in appearance, it is both handsome and ornamental. The vending device or box stands upon an ornamented pedestal and is about four feet in height. The vending box is 18 inches in height and 7x7 inches in width and depth. It is neatly finished on the exterior with nickel and while enamel. The working parts of the mechanism are made substantially of red and yellow brass and are quite simple—so simple in fact, that it is almost impossible for them to get out of order.

The chief merit of Mr. Diebel's machine is that it positively will not automatically eject a cigar unless an absolutely genuine, sound piece of money, say, for instance, a nickel, is placed in the slot. Those who have bought or had experience with cigar vending machines in the past have become disgusted with them because all sorts of money were placed in them—the machine taking it, and casting out goods just as though sound money had been placed in the slot. Pennies, slugs or even metal buttons would be placed in the machine—and out would come the goods at the owner's loss, of course.

As noted, Mr. Diebel's machine will not take buttons, slugs and everything else, and hand over the cigars. It must be the right money or nothing. Other machines, too, scratch and break the cigars while in operation. Mr. Diebel's machine does not. It ejects one or a hundred cigars in exactly the condition they were put in the box by the maker. It does not scratch or mar them in the least.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

L. G. Haeussermann
Importer, Packer and Dealer in Leaf Tobacco
No. 23 North Third Street
Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana, Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

LIPSCHUTZ'S "44" Cigar

The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

Pent's
TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA. **CIGARS**

EISENLOHR'S
Cinco
Philadelphia. Cigars

GUMPERT'S
MANETO
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

B. F. ABEL,
Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

GRAULEY'S
Golden Rule
5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

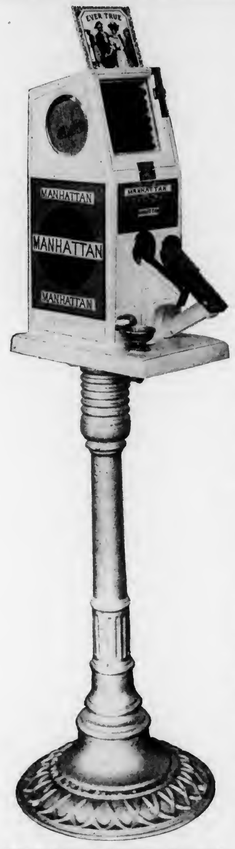
"He that will eat the kernel, must crack the shell."
IN OTHER WORDS,
Get to Smoking Lady Mar Cigars
We know our Cigars look nice,
But we want you to know how good they are—
SOOTHING to the SENSES.
Penn Cigar Company,
723 Chestnut St. Reading, Pa.

Factory 1839.

W. K. GRESH & SONS, Makers, Norristown, Penna.

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

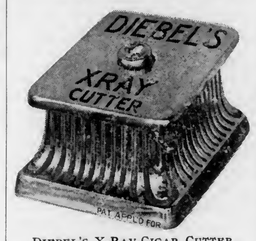
Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**



DIEBEL'S CIGAR VENDING MACHINE.

The machine can be arranged to deliver 3-cent, 5-cent or 10 cent cigars, one hundred cigars, cigars in packages or cigarettes singly or in packages.

Mr. Diebel mentioned points in favor of his invention as follows: It is the only machine on the market successfully operated by the coin. One thousand of the machines placed properly, are equivalent in the sale of cigars to 250 cigar stores. The Diebel machine works automatically—there is no handle to turn or button to push nor anything of that character. It separates good money from bad; it casts out the bad money and returns it to the one who placed it in the slot, at the same time ringing an alarm bell, thus warning the would-be "worker" to cease trying on his game and at the same time giving the owner who has his money invested full knowledge of what is going on. Assuming that manufacturers operate the machines for themselves they receive protection to this extent: that no one can place any other than their own brand of cigars in the machine. Customers will thus get the exact cigar they want—and not, perhaps an inferior cigar put in the machine by one anxious to get rich quick at their expense. The machine will vend anything which can be placed for delivery in round packages and the packages may be small or large. If five sound nickels are placed in the machine, it will automatically deliver five cigars. But should one of the five pieces of money be bad, the machine will throw the money out and refuse to deliver a cigar for it. Thus the machine cannot be robbed. The average sale of cigars by machines is from 5 to 25 cigars a day—an average per day of 15. One thousand machines, properly placed, it is computed, will earn a net profit daily of $150.



DIEBEL'S X-RAY CIGAR CUTTER.

The machines are not expensive and Mr. Diebel states that city, county and State rights are for sale at reasonable prices. He invites correspondence from interested parties and will show the vending machine in operation at his place of business. The Diebel machine complies in all respects with the lawful rules and regulations governing vending machines.

The inventor has a splendidly equipped machinery and casting shop at 327 North Eighth street and is prepared to fill orders promptly.

—

The Diebel Automatic Cigar Cutter.

Mr. Diebel is also the inventor and manufacturer of the Diebel Cigar Cutter, of which the accompanying cut gives a correct idea of its appearance and operation. The cutter is entirely automatic. You press a cigar end in the tiny cup in the centre, and it is clipped clear and clean. It cuts delicate cigars, or wet or dry ones with equal facility. The knife in the cutter is adjustable and can be taken out and sharpened by even a novice with little attendant discomfort and no danger. Cutters operated by clockwork and heavy springs damage cigar ends so that many are thereby rendered unfit to smoke. The Diebel cutter cannot spoil a cigar end. The cutter in size is 6 inches long by 4½ inches in width. It is handsome in design, nickel plated and highly polished. It can be furnished in bronze or oxidized if desired. Liberal discounts are made when large quantities are bought.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & CO.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110 HAVANA.
NEW YORK OFFICE: 168 Water St

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Taxes on Tobacco from 1870 to 1890.

BALTIMORE, MD., Nov. 16, 1902.

DEAR MEDICINE MAN:

Please give me, if you can, the average rate of tax on manufactured tobacco, on cigars and on cigarettes, from 1870 to 1900. CALVERT N.

Answer

You mean the Internal Revenue rate. In 1870 the average rate on manufactured tobacco was 26 9 cents, while the per capita consumption was 2.34 pounds and the per capita revenue 63 cents. In 1875 the average rate was 21 1 cents, a decided reduction, while the per capita consumption had risen to 2.71 pounds, the per capita revenue had fallen to 57 cents. In 1880 there was a still further reduction in the average rate of taxation to 16 cents, but the per capita consumption remained stationary at 2 71 pounds, while the per capita revenue fell off to 43 cents. In 1890 there had been a still further reduction in the average rate of taxation to 8 cents, although the per capita consumption jumped to 3 80 pounds, the per capita revenue fell off to 30 cents. In 1891 there had been a still further reduction in the average rate of taxation to 7 01 cents, and while the per capita consumption again rose to 3 97 pounds, the per capita revenue still further fell to 27 cents. In 1897 there had been a still further reduction in the average rate of taxation to 6 cents; but despite this, the per capita consumption fell off to 3 76 pounds, while the per capita revenue still further fell to 22 cents.

The history of the tax on cigars and cigarettes is very similar. In 1870 the tax was $5 on cigars and $1 50 and $5 on cigarettes. The per capita consumption of both cigars and cigarettes was 30 and the per capita revenue 14 cents. In 1875 the rate of taxation had been increased to $5 and $6 on cigars and $1 50. $1.75 $5 and $6 on cigarettes, and the per capita consumption had increased to 44 and the per capita revenue to 23 cents. In 1880 the tax had been raised to $6 on cigars and to $1.75 and $6 on cigarettes, the per capita consumption had increased to 55, and the per capita revenue to 29 cents. In 1893 the tax had been reduced to $3 on cigars and 50 cents and $3 on cigarettes; while the per capita consumption had jumped to 119, the per capita revenue had fallen to 23 cents. In 18 7, the tax being the same as in 1893, the per capita consumption had fallen to 113 and the per capita revenue to 19 cents. In 1900 the tax on cigars was $3, $1 and $3 60, and on cigarettes $3.-60 and $1.50, a general increase. Despite this fact, the per capita consumption remained very nearly stationary at 112 and the per capita revenue had increased to 31 cents—the highest in the history of the tax.

***

American Indian Furniture.

The Schrenkeisen Company, of 20 West 20th street, New York, is having a great success with its new American Indian furniture. Of course, no tribe of American Indians has ever been famous for the furniture with which it filled its tepees. The Schrenkeisen artists have succeeded in creating forms of furniture which are novel and pleasing. Much of the furniture is inlaid with pebbles. Some of it shows decorated leather and fish club carving of heads after the Tlingit tribe. A desk shows totem posts with surface carving and stained wood after the Haida tribe, and a chair, whose upholstery is a Navajo blanket, shows woodwork of surface and head carving with pebble inlay after the Bella Coola tribe. This furniture, recalling as it does the aboriginal users of tobacco on this continent, should make most desirable and suitable additions to the interiors of smoking rooms and handsome business offices of cigar manufacturers and leaf men.

***

The Insomnia of Shakespeare.

Preparations are making in North Carolina for the celebration of the settlement of Roanoke Island by Sir Walter Raleigh, in 1584. The celebration is to be held in the summer of 1905. All that remains of the colony planted by Raleigh on Roanoke Island are the traces of the old fort built by the colonists and now owned by one of the North Carolina Historical Societies, whose members have erected four granite posts at the different angles, so that visitors may discern its outlines in the thick grass and live oak timber. It was on this little island that the first English colonists set foot, before the discovery of Australia, at a time when Canada and South Africa were known only on the statements of certain daring mariners. Here it was that the first English colonists inaugurated the era of Anglo-Saxon colonization; here where they built their dwellings, sowed their crops, and performed their religious devotions; in fact, the opening act and first scene of the drama of Anglo-British and American aggrandizement. Upon the soil of Roanoke landed the first English women who crossed the ocean to find homes in the newly discovered world beyond the seas, and here also was born the first English child who saw the light of day in the New World.

Yet this first attempt at English colonization was not a success. At the meeting of the Celebration Committee one of the speakers produced a curious memorial of this failure. Rambling recently through the extensive library of Captain William Day, of Raleigh, N. C., his attention was attracted by a very old book, entitled, "The Insomnia of Shakespeare and the Causes Thereof," in which he found the following letter from Sir Walter Raleigh to William Shakespeare, dated at "The Mermaid," the memorable tavern at which the literati of London met in the halcyon days of English literature, March 20, 1609:

"To William Shakespeare:

"Full well do I know, my dearest Will, that often thou hast wondered at the fate of thy £50 which, with a hundred times as much of mine own, was adventured to found an empire in America. Great were our hopes, both of glory and of gold, in the kindness of Powhatan. But it grieves me much to say that all hath resulted in infelicity and an unhappy end.

Our ships were wrecked or captured by the knavish Spaniards. Our brave sailors all perished. As I was blameworthy for thy risk, I send by the messenger your £50, which you shall not lose by my overhopeful vision. I send a package of a new herb from the Chesapeake, called by the natives 'tobacco.' Make it not into tea, as did one of my kinsmen, but kindle and smoke it in the little tube the messenger will bestow. Be not deterred if thy gorge at first arises against it, for when thou art wonted, it is a balm for all sorrows and a beam of paradise.

"WALTER RALEIGH."

THE MEDICINE MAN.

M. Oppenheimer's Card.

M. Oppenheimer, of 142 Water street, one of the oldest leaf dealers in New York city, discovered recently that a competing house, also named Oppenheimer, was making representations calculated to give the impression that he was no longer doing business at the old stand, and that his Eastern and New Jersey traveler, Mr. Theo Beckhardt, had been switched off on to another territory.

Accordingly Mr. Oppenheimer has sent out the following notice to his customers and the trade:

November, 1902.

Dear Sir:—There being several other "Oppenheimers" in the trade, permit me to state, these are no connection in any way, and that Mr. Theo. Beckhardt, so many years with me, will continue calling on you with my line, which as always, consists of only the choicest of fine tobaccos.

Yours very truly,
M. OPPENHEIMER.

Continental Co's. Big Leaf Purchases.

The Continental Tobacco Company last week made the largest purchases of leaf tobacco in Louisville ever known in that market. On November 6, its buyers took a lot consisting of 2,330 hogsheads of the variety known as Green River Pryors, each hogshead containing about 1 250 pounds of leaf. The aggregate cost of the lot was about $250,000.

In addition to this lot, the Continental bought 1,018 hogsheads of the Louisville Tobacco Warehouse Co., which cost $100,000. These transactions are not only the largest, probably, that ever took place in the hogshead leaf market, but are notable as being made unusually early in the season. The tobacco was all of last year's growth, and had been redried and rehandled last summer. The reason for buying so early was the poor quality of this year's crop.

R. K. Smith, manager of the leaf department of the Continental Tobacco Company; F. R. ToeWater, of the country leaf department, of Lexington, Ky., and H. A. Walker, of the Danville leaf department were visitors in New York last week.

C. K. Gage Co. Fails.

The C. K. Gage Cigar Co., of Portland, Maine, filed a petition in bankruptcy on November 13. The company began business about eighteen months ago. C. K. Gage was formerly a salesman in the employ of H. Traises & Co., of Boston, Mass. The company had a capital of $10,000, $5,000 of which was paid in. It owes altogether about $15,000 in New York city and elsewhere.

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J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, *HAVANA, CUBA.*
P. O. Box 431. *Cable: "Suarco."*

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

THE TRUST AND THE TRADE.

[Under this caption The Tobacco World proposes to publish a series of signed articles by members of all classes of the tobacco trade. The discussion will be kept entirely free from rancor, while it will at the same time be perfectly candid and fair to all parties concerned.

Opinions differ widely as to the effect of the policy of the trust upon the fortunes of leaf merchants, cigar manufacturers, and jobbers and retailers of tobacco. There are those who say that the entry of the trust into the cigar manufacturing field has stimulated the consumption of cigars, and that the vast increase in the production of cigars in the past twelvemonth measures to a cigar the trust's own output. It is estimated that the returns will show that about 1,200,000,000 more cigars were made during the current year than were made in 1901, and 1,200,000,000 is believed to be the present annual output of the trust. That leaves about 5,800,000,000 cigars as the output of all the other manufacturers of the United States, and those are very respectable figures, and tend to show that the trade is to day in a healthier condition than it has ever been in all its history. But, it is urged by those who cavil at the trust, the trust's methods are injuring the business of other manufacturers, and especially, the business of those who can least afford to stand it. Is this so? If it is, where are the corpses of the victims? Certainly not in the obituary columns of the trade press which keeps track of trade bankruptcies. During the past twelve months the trade press has recorded but one important failure, and that was of a house that was shaky before the American Cigar Company bought out Powell Smith & Co.

Tobacco World reporters keep their finger constantly upon the pulse of every branch of the trade. Six months ago the pulse of the importers of Sumatra showed a rather hectic condition. The importers could not know what the trust was going to do at the inscriptions. Their apprehension was that the trust and its biggest American cigar manufacturing competitor would force prices of desirable tobaccos to such a sky-high figure that independent buyers would be unable to purchase desirable Sumatra at prices that would insure them a living profit, yet as time went on and the purchases of the trust and its biggest American competitor were recorded it was found that these impressions were totally groundless, for the fact is that excellent tobaccos were secured by the independent importers at the 1902 inscriptions at prices in some instances 50 per cent. lower than the same tobaccos brought at the inscriptions of 1901, and to-day Sumatra can be bought, duty paid, at $2 60 a pound which in 1901 was held at $3 a pound.

The importers of Havana tobacco have also felt the weight lifted from their breasts. The current year has not been the best year the old houses have known, but it has been satisfactory in the main and better than the previous one in spite of the fact that the last crop was a poor one.

The packers of Wisconsin have shown more aggressiveness this year than they have ever shown before, and the big ones among them sent their buyers into the field unusually early and with instructions to secure the best crops in the face of any competition whatsoever. This does not show that these packers despair of their own future or that of their customers.

The packers of Connecticut, of Pennsylvania, of Ohio, of New York State leaf show an equally resolute spirit. They have bought freely in each market and will as usual do their best to make a reasonable profit out of their merchandise.

So much for the leaf man.

As to the cigar manufacturers, the fact that stands out in boldest relief in this discussion is that they are directly "up against it." It is they who have to meet the competition of the trust. Some of them do it by making precisely the same concessions in the way of free cigars, premiums and discounts that the trust makes. Others, and among these are to be counted some of the ablest and richest men in the trade, have not varied one hair's breadth from their accustomed modes of doing business. They give away no cigars, no premiums, and only the usual discounts. They give their entire time during business hours to the details of the factory and the counting room, and they do not forget the one great essential of keeping in personal touch with their customers.

Here and there one will hear that such and such a manufacturer is losing ground, but on the other hand the report that manufacturers are doing more than ever is heard with growing frequency.

$142,500.00

Will be given in January, 1903, to Smokers of

"FLORODORA," "CUBANOLA," "GEO. W. CHILDS," "CREMO," "JACKSON SQUARE," "FONTELLA," "PREMIOS," "WEGO," and "EXPORTS" Cigars.

How Many Cigars (of all brands, no matter by whom manufactured) will the United States collect Taxes on **During the Month of December, 1902?**

(Cigars bearing $3.00 per thousand tax.)

The persons who estimate nearest to the number of Cigars on which $3 00 tax per thousand is paid during the month of December, 1902, as shown by the total sales of stamps made by the United States Internal Revenue Department during December, 1902, will be rewarded as follows:

To the	(1) person estimating the closest		$5,000 00	in cash
To the	2 persons whose estimates are next closest	($2,500.00 each)	5,000 00	"
To the	5 persons whose estimates are next closest	($1,000 00 each)	5,000.00	"
To the	10 persons whose estimates are next closest	($500.00 each)	5,000 00	"
To the	20 persons whose estimates are next closest	($250.00 each)	5,000.00	"
To the	25 persons whose estimates are next closest	($100.00 each)	2,500.00	"
To the	50 persons whose estimates are next closest	($50 00 each)	2,500 00	"
To the	100 persons whose estimates are next closest	($25 00 each)	2,500 00	"
To the	2,000 persons whose estimates are next closest	($10 00 each)	20,000 00	"
To the	3,000 persons whose estimates are next closest	($5 00 each)	15,000.00	"
To the	30 000 persons whose estimates are next closest we will send to each one box of 50 "Cremo" Cigars (value $2 50 per box)		75,000.00	"
	35,213			
	35,213 persons		$142,500.00	

Every One Hundred Bands from above named Cigars will entitle you to Four Estimates

(One "Florodora" band counting as two bands from the five-cent cigars mentioned; and no less than one hundred bands will be received at any one time for estimates.)

Information which may be of value in making estimates—the number of Cigars now bearing $3 tax per M., for which stamps were purchased, appears below:

In December, 1900—467,092,208	In February, 1902—445,495,483	In April, 1902—516,835,163	In July, 1902—571,814,243
In December, 1901—479,312,170	In March, 1902—516,599,027	In May, 1902—523,035,907	In Aug., 1902—565,974,550
In January, 1902—496,983,717		In June, 1902—523,151,476	In Sept., 1902—575,804,470

In case of a tie in estimates, the amount offered will be divided equally among those entitled to it. Distribution of the awards will be made as soon after Jan. 1, 1903, as the figures are obtainable from the Int. Rev. Department of the United States for December.

Write your full name and post office address plainly on packages containing bands. The Postage or Express Charges on your package must be fully prepaid, in order for your estimate to participate.

All Estimates Under this Offer Must be Forwarded Before December 1st, 1902, to the

Florodora Tag Company, Jersey City, N. J.

You do not lose the value of your bands. Receipt will be sent you for your bands, and these receipts will be just as good as the bands themselves in securing Presents. One band from "Florodora," or two bands from any of the other Cigars mentioned above, will count in securing Presents the same as one tag from "Star," "Horseshoe," "Spear Head," "Standard Navy," "Old Peach and Honey," "J. T.", "Master Workman," "Piper Heidsieck," "Jolly Tar," "Boot Jack," "Old Honesty," "Razor," or "Planet" Tobacco, or one "Sweet Caporal" Cigarette box front.

Send each estimate on a separate piece of paper, with your name and address plainly written on each. Blank forms for estimates will be mailed upon application.

Illustrated Catalogue of Presents for 1903 and 1904 will be ready for distribution about October 1st, 1902, and will be mailed on receipt of ten cents, or ten tobacco tags, or twenty cigar bands.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE: 573 BOURSE BLDG. M. S. SPRINGER, Mgr. | CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr. | SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba — Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat — *Post Office Box 310.*

Importers of Sumatra Tobacco
Cable Address: "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 — Office, 183 Water St
Amsterdam, Holland. — NEW YORK.

Established 1840. — Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf
Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

The statement is often made that nowadays ambitious and capable men of small capital have no show in the cigar manufacturing business and those who say these things are usually very eloquent and very circumstancial in their accounts of men who in the olden time began with $50, a board and a knife, and who in a few years became rich men. The trouble is, if one wished to contradict these stories, that it would be so very hard to locate the ambitious and capable, but impecunious, chaps who are beginning their climb You see, the world is so very big and is growing so fast that one doesn't know where to begin to look for the obscure. But in 1912 you will probably hear plenty of stories of cigar manufacturers who began with a shoe string in 1902 and who prospered in the good old way that the other fellows prospered in.

As to the jobbers of cigars, those are gentlemen who may be safely left to fight their own battles. A good cigar jobber is like a good advertising solicitor—he will win out against any kind of odds.

There remains the retail tobacconist, and as to him it would be discourteous to say very much, because just now, under the stimulus of the competition of the United Cigar Stores Co., he is doing his own talking, and the daily newspapers are helping him to get a hearing.

With the foregoing preface The Tobacco World opens the present discussion with a paper contributed by Mr. Charles L. Feinberg, of Brooklyn, N. Y.

The Retailers' Duty.

BY CHARLES L. FEINBERG.

I am both a manufacturer and a retailer of cigars, and besides I advertise my leading nickel brand, Natural Aroma, extensively, steadily, and successfully in the territory in which it is now on sale, but I am going to discuss the relations of the trust to the trade solely from the standpoint of a retailer, because it is precisely in its relations to the retailer that the trust is just now most conspicuous.

I was one of those who were invited to address the meeting of retailers at Bohemian Hall on October 31. I advised my hearers then that the best thing they could do at the beginning of this fight was to put the trust's signs and show cards in the back yard and the trust's goods somewhere behind the counter out of sight. When the daily papers published my speech I was hopeful that all dealers in sympathy with the Bohemian Hall mass meeting would act in accordance with my suggestion, but upon making a personal inspection along the line I have found most of them doing the very opposite. Some of them give the most conspicuous places in their stock to the trust's goods, and sell them at all kinds of prices, oftentimes cheaper than the trust's own stores sell them. This, in my opinion, is fatal policy. It is the surest way to direct the attention of customers to the trust's goods, whereas the aim of the independent retailers should be to effect a larger and larger sale of the goods of independent manufacturers at prices which will insure a living profit alike to the manufacturer, the wholesaler and the retailer. United Cigar Stores prices will never make the independent retailer rich, but will inevitably drive him into a corner, and that's just where the trust wants to have him. Those who are doing the sorts of things I have described justify themselves by saying they want to show the public they can sell just as cheaply as the next man. But that is just precisely what they can't do. No cut-rate cigar store in the United States is making expenses, and only they themselves know just how much they are losing. Cigar stores do not make the profits that drug stores make. The margin of profit on retailing cigars, tobacco etc., is so small that I am amazed to find even the United Cigar Stores Company cutting prices. I am aware that current gossip has it the United Cigar Stores Company is doing the work of the trust to which is imputed the villianous design to drive every retailer in the United States either into its fold or into bankruptcy. I do not profess to know how much truth there is in these stories, if there is any truth at all. Some of those who addressed the Bohemian Hall meeting went to very great lengths in their denunciation of the trust. I am like the Greek priestess of old, who, being asked to execrate Alcibiades, for something he had done which the Athenians did not approve, replied that her business was to pray and not to curse. My business is to make and sell cigars, and to attend strictly to one's own business is admitted by all theologians to be one of the best of all ways of praying. Corporations are to be judged by their performances, and the performances of the United Cigar Stores Company, which is a corporation, are in all respects, in my judgment, execrable.

Altogether, upon as complete a survey of present conditions as I can make, I am of opinion that the retailers' duty is to adopt the policy of his brethren in Taunton, Mass. The Taunton retailers, as told in this week's Tobacco World, are meeting the issue in the manliest of all ways: they are selling all goods at the regular prices. If all retailers do that all will prosper, and prosperity is what we are all looking for.

C. L. FEINBERG.

E. A. CÁLVES & CO. IMPORTERS OF **HAVANA** 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

E. Rosenwald & Bro's. New Wisconsin.

Mr. Sigmund Rosenwald returned on November 16 from a flying trip to Wisconsin, where he inspected his firm's packings of the new goods. Mr. Rosenwald agrees with Mr. Ruscher in saying that the 1902 is the finest crop of tobacco ever raised in Wisconsin. His firm has packed over 10,000 cases of the crop, most of it grown in the northern part of the state, which is famous for its fine tobaccos. At Soldier's Grove, E. Rosenwald & Bro. have packed over 99 per cent. of the crop grown there. They have also packed largely at Viroqua, Westby and other points, as also in the southern tiers of the tobacco growing counties of Wisconsin.

Romeo y Julieta Samples.

It will be illuminating to American cigar manufacturers to learn that the great cigar manufacturing firm of Rabell, Costa & Co., of Havana, manufactures 186 sizes of its Romeo y Julieta brand. Some of the shapes among these 186 which range from the dainty Petit Ducs to the huge Magistrales, Soberbios and Exclusivos are undreamed of in any other factory save in the most thoroughly equipped in Havana, and are veritable triumphs of manual skill.

Several boxes of samples of the Romeo y Julieta brand have recently been received by Captain M. E. Flaherty, of New York, who is the agent for the Romeo y Julieta brand in the United States and Canada and will well repay the close study which the admiration a first view of them is apt to invite.

Both Have Fillers.

"Time brings changes," remarked the Salesman.

"For instance," was the response of the Friend.

"Well, this time a year ago I was selling cigar wrappers."

"And now——"

"Women's."

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

TRADE-MARK REGISTER

Light House Mary. 13,873.
For cigars. Registered Nov. 10, 1902, at 9 a m, by R. E. Reiber, Newmanstown, Pa.

Schiedam. 13,874.
For cigars. Registered Nov. 11, 1902, at 9 a m, by the Dixie Tobacco Co., Bedford City, Va.

Star of Berks. 13,875.
For cigars. Registered Nov. 15, 1902, at 9 a m, by James W. Klopp, Talmage, Pa.

Star of Northampton. 13,876.
For cigars. Registered Nov. 15, 1902, at 9 a m, by Jas. W. Klopp, Talmage, Pa.

Star of Schuylkill. 13,877.
For cigars. Registered Nov. 15, 1902, at 9 a m, by Jas. W. Klopp, Talmage, Pa.

Star of Wisconsin. 13,878.
For cigars. Registered Nov. 15, 1902, at 9 a m, by Jas. W. Klopp, Talmage, Pa.

Star of Easton. 13,879.
For cigars. Registered Nov. 15, 1902, at 9 a m, by J. W. Klopp, Talmage, Pa.

Star of Maryland. 13,880
For cigars. Registered Nov. 15, 1902, at 9 a m, by J. W. Klopp, Talmage, Pa.

Star of Lehigh. 13,881.
For cigars. Registered Nov. 15, 1902, at 9 a m, by J. W. Klopp, Talmage, Pa.

Star of Monroe. 13,882.
For cigars. Registered Nov. 15, 1902, at 9 a m, by J. W. Klopp, Talmage, Pa.

Star of Carbon. 13,883.
For cigars. Registered Nov. 15, 1902, at 9 a m, by J. W. Klopp, Talmage, Pa.

Star of Michigan. 13,884.
For cigars. Registered Nov. 15, 1902, at 9 a m, by J. W. Klopp, Talmage, Pa.

Sweet Arrow. 13,885.
For cigars. Registered Nov. 15, 1902, at 9 a m, by J. W. Klopp, Talmage, Pa.

Six-No-Six. 13,886.
For cigars. Registered Nov. 17, 1902, at 9 a m, by F. C. Lord, Washington, D. C.

REJECTIONS.

Up to You, Sweet Meats, Jay Bird, Rosco, Fifth Avenue, Forty-Niner.

CANCELLATION.

Delmarvia, registered for cigars, cigarettes and cheroots Nov. 8, 1902, by Stern & Thomson, Baltimore, Md., has been cancelled.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

2020, Union Maid, Eastnor, Cheer Master, Mayer's Make, Mayer's Bouquet, El Bino, Man About Town, David the Giant Killer, La Culebras, Native Dad, La Flor de Pio Pico, Charles Austin Bates, Sons of the Desert, Georgia Pearl, Margurite Sylvia, Cluctanunda, The Country's Need a Good Five Cent Cigar, Three Sports, Three Maidens, Golden State Limited, Thomas Walsh, H. G. G. 5c Straight, Havana Auslese, Cuba Auslese, Pamela, Pamelia, Black Silk, First American, Vogt's Special, Whoa Bill, Startwell, Chief Yellow Hand, Chief Red Shirt, El Darby, Smilax, John Hawkins, Urial Akosta, Ben Hador, Gloomy Gus Hiawanna, Lotus Buds, La Flirtilla, Gramercy, Flor de Martel, Superfino, Kingsboro, Vita-Cuba, Vita-Vana, Cuba-Vita, Star Bunch, King's Best, Nebraska Girl, Dollar Mark.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA.
NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. — I. M JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
182 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

STATISTICS SHOW

A. COHN & CO.

import the largest quantity of Sumatra Tobacco

CONSEQUENTLY

THE MOST COMPLETE LINE

CONSEQUENTLY

THE SUMATRA HOUSE

Prices always reasonable. Write for samples to

A. Cohn & Co., 142 Water St., New York

THE NEW EL TIPO.

ARGUELLES, LOPEZ & BRO'S MASCOT BRAND.

The above picture is a black and white facsimile of the new El Tipo label of Arguelles, Lopez & Bro., of Tampa and New York. The face is typical of Spanish feminine loveliness, whence the name, which in English means "the type."

The El Tipo may be very properly called Arguelles, Lopez & Bro's. mascot brand, because it has continued to please the firm's customers ever since it was first launched upon the market, and that was 14 years ago when the firm began business. It has pleased and continues to please because it is made in the best style of Cuban workmanship exclusively out of the choicest Vuelta Abajo leaf.

The new label is gloriously beautiful, and will be certain to attract an even larger public than this excellent clear Havana cigar has heretofore had.

Theodore Lectures.

Theodore Marburg, the Baltimore millionaire tobacco merchant, lectured before the students of Lehigh University, South Bethlehem, Friday morning, Nov. 14, his subject being "Shorter Hours for Labor." Among many of the sensible thoughts presented, Mr. Marburg declared that the men who would succeed in securing shorter hours for labor would do as much for the white men of this country as Abraham Lincoln did for the black men. The Federal Government, in his opinion, should fix the hours of labor. He favored an eight hour day, but did not believe in an abrupt reduction of the hours. Mr. Marburg contended that reducing the hours fifteen minutes a day yearly, until the minimum of eight hours was reached, would not cause any disadvantages to employers. He opposed Government ownership as Socialism, and held private ownership of property to be the only safeguard against slavery.

PHILA. LEAF MARKET.

The leaf market was more animated this week, and a number of transactions are reported as follows:

800 cases 1901 Wisconsin; 900 cases 1901 Zimmer Spanish; 200 cases 1900 Pennsylvania Broad Leaf B's; 150 cases 1901 Big Flats; 200 cases 1900 Wisconsin.

There is a demand for Havana, and several inconsequential sales are reported, but take the week through and the market was quiet. There was but a small demand for Sumatra and but few sales. Out-of-city buyers were not as numerous as usual, although mail orders for small quantities were up to the average. Manufacturers who are short, or nearing that point, on Havana, are more or less disappointed on account of the reports from the Cuban districts, which say that this year's crop is a short one and will be sold early

MANUFACTURERS AND RETAILERS.

Philadelphia cigar manufacturers, almost without exception, report good business. They are already preparing for the holiday trade, and expect it to be lively.

Retailers, too, say business is good. In many stores sales have been noticeably brisk.

EXPORTS.

Liverpool—135 hhds., 53 tcs., 195 tons. Antwerp—135 hhds.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

The Keystone Cheroot Company, Ltd.

GEORGIA GEMS CHEROOTS
Three for Five Cents

BEN ROY Cigarros
Five for Five Cents

MINUETTES Cigarros
Ten for Ten Cents

I-TABA CROOKS CIGARS
Three for Five Cents

Main Office, Hanover, Pa.

THE LOCAL TRADE.

THEY'RE THINKIN'.

The latest move to close candy and cigar stores on Sunday is fairly launched under the auspices of the Candy and Cigar Sunday Closing Committee, of which G. S. Vail, of 1302 Callowhill street, is business agent. The committee has distributed circulars to the local trade announcing that on and after Sunday, November 23, proprietors who keep their stores open on Sunday will be prosecuted under the provision of the "Blue Laws" of 1794, which attaches a fine of $4 and costs for each violation, or an imprisonment of six days. Some of the storekeepers "are a-thinkin'."

CALLED DOWN.

Several local jobbers and "wagon men" went over to New York last Friday—at the request of J. B. Duke, it is said. Several jobbers complained to Mr. Duke, that "wagon men" were "cutting prices" and they wanted it stopped. Result, a conclave before "Buck," during which he "read the law" to the price cutters and told them they must cease their "cutting" antics or he would not sell them trust goods.

When questioned concerning the matter a number of local jobbers would neither affirm nor deny the foregoing news. But the World gets its information direct from a responsible source and knows it to be true. The Continental has decided to treat all jobbers alike in the matter of prices on goods here after. No rebates will be allowed to purchasers of large amounts as was the rule heretofore.

DENIES TRUST STORY.

Harvey D. Narrigan emphatically denies that the jobbers of Philadelphia were considering a proposition from the Continental Tobacco Co. (the trust) to control the retail trade in Philadelphia. No proposition has been made or received from the trust, asserts Mr. Narrigan, and trade will go on as heretofore.

ALLEGED SMUGGLERS.

Three sailors were held in bail for court by U. S. Commissioner Craig Saturday, charged with smuggling Sumatra tobacco from the steamer Pennland. About $50 worth of the leaf was found on each man and it is said they were trying to sell it. Arrests for a similar offense were also made in New York city last week.

BACK FROM HAVANA.

Mr. Leopold Loeb, of the Loeb-Nunez Company, who has just returned from Havana, was seen by a World reporter Monday morning, and in response to questions said: "Of course I enjoyed my visit, but I am glad to be home again. The season at Havana is an early one and transactions were fairly good. The crop this year is very good, although Vuelta Abajo has turned out poorly. Remedios turned out very raw and it will take some time for it to cure. Partido has turned out very satisfactory; there is an active demand for it, of course, for wrappers." Mr. Loeb and General Nunez made a number of purchases for their firm, of course, and being on the market early secured pretty much all that they desired in leaf and of the best on the market.

HOLIDAY ORDERS STARTING.

Fauth & Ogden report steadily increasing sales of their leading brand, the "Cosmos." Holiday trade with them is commencing, and prospects are bright.

A NEW BRAND.

The Almeda Cigar Factory has put a new brand on the market, "The Full Dress Suit." It sells for $21 per thousand, and is taking well with the trade and consumers. Business is excellent at the factory, and additional employes have been added to the already large and busy force.

WILL START FOR HIMSELF.

Max Gartman, foreman of Bayuk Bros., factory, will open a new cigar store at 1130 Columbia avenue, on or about November 20th. The new place will be neatly equipped for a retail business, and Mr. Gartman's thorough knowledge of the demands of the trade will undoubtedly enable him to make a success of his new business venture.

ON THE MEND.

Encouraging word is received of the condition of Otto Eisenlohr, senior member of the firm of Otto Eisenlohr and Bros., who went to Lakewood. N. J., for rest and recreation It is known that Mr. Eisenlohr gave close attention to a vast amount of business during the past season and probably, without realizing it, overtaxed his strength. It was with pleasure that his family and friends learned of his decision to take a vacation, visit beautiful Lakewood, and there enjoy a well-earned holiday.

DEATH OF AN OLD SALESMAN.

Joseph C. Barradaile, aged 54, for years connected with the Ralph Scotch Snuff Co. as salesman, was found dead in bed early Sunday morning at his late home, 3910 Girard avenue. A revolver in the dead man's hand, and a gaping

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. **No. 163 Water Street,**
Telephone, 4027 John. **NEW YORK.**

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182. 186, 188 and 257 Pearl street
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N.Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

Thos. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET. NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co Corning, N. Y.: W. C. Sleight.

wound in the right temple, explained the cause of death. His family believe that while examining a revolver, Mr. Barradaile accidentally shot himself, but it seems to have been a deliberate case of suicide. It is known that, owing to vicissitudes because of changes in the tobacco trade, Mr. Barradaile was very despondent at times, and presumably, in one of these moods Sunday morning, saw fit to end his life.

RUNNING NIGHTS.

Oblinger Bros. & Co. report that their Lancaster factory is running night turns in order to keep pace with orders for their popular Vesper cigar.

THE MARCELLO.

Henry Ashburner and Harry Jewell, salesmen with Duncan and Moorhead, will start out en route next Monday. The Marcello, the firm's leading cigar, has been "on the jump" during the past two years and is in the front rank of favorite smokers. Duncan & Moorhead are preparing for the holiday trade, their factory running now full-handed.

WILL NOT CUT.

T. A. Reed, Philadelphia manager of the United Cigar Stores Co., said to a World reporter yesterday morning: "Now that the trade papers have had their say, I'd like mine. The U. C. S. Co. is not 'the trust' and has no connection with one. We are not here to cut prices, but to do business on strictly legitimate lines. We expect to open stores right along as soon as we find locations, but up to the present we have but one store." Mr. Reed said the story was untrue that the United Co. had leased two stores on Chestnut and Market streets and were having the fronts altered.

HARRY DIDN'T GO.

Harry Mills, salesman with Vicente Portuondo, did not go West last Monday, as was erroneously reported, but will probably remain in the city until the first of the year.

JERSEY ORDERS PLENTIFUL.

A. M. Lake, with George Burghard, is visiting New Jersey and Eastern Pennsylvania trade with good results in the way of orders.

NOVEL SALVAGE SUIT.

Counsel for the crew of the fire tug Samuel H. Ashbridge, of Philadelphia, filed a claim for salvage November 12, in the U. S. Court of Admiralty, against the owners of and John Eames, master of the steamship Conway, which

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

NEW YORK, November 8, 1902.
Notice is hereby given to the public, and to the friends and customers of the undersigned, that the interests of Jacob Stahl, Jr., in the cigar manufacturing business heretofore conducted under the name of "A. Montanez Company," have this day been transferred to A. Montanez, who is now the sole owner of said business, and who will conduct the same hereafter under the name of
"A MONTANEZ & Co."
The following well known brands of cigars, heretofore manufactured by A. Montanez Company, are now the sole property of A. Montanez, who will continue to manufacture the same under the name of "A. Montanez & Co." and the trade is hereby assured that the uniform high quality of these goods will continue to be strictly adhered to:
"FLOR DE MONTANEZ,"
"BRUNITA,"
"MI ADELINA,"
"LA MELINDA."
Soliciting a continuance of the valued patronage with which we have been heretofore favored, I remain,
Respectfully yours, A. MONTANEZ,
Trading as "A. MONTANEZ & Co."
149 Duane Street,
Cor. West Broadway, New York City.

FOR SALE.—Old established (50 years) Wholesale and Retail Tobacco Business, with or without cigar and tobacco factory, in prosperous Pennsylvania city of 100,000 population. No goodwill asked. Stock, fixtures and property at reasonable prices. Present owner for 20 years. Address box 90, care of Tobacco World, Phila. 11-12-4t

NOTICE TO JOBBERS.—We will supply you with Strictly Long Filler Sumatra Wrappers, 43 in. long, packed in 1-20's—25 per bundle—in lots of 1,000 and upwards, for $18 per M., C. O. D. Sample of 25 for 50 cts. Address E. X. P., Box 88, The Tobacco World, Phila. 11-12-5t

POSITION WANTED as Foreman in Cigar Factory where experience, ability and a hustler will be appreciated. Best references. Address FOREMAN, Box 81, Lewistown, Ill. 11-12-2t

WANTED—Position to buy Seed Leaf or Havana in York county. Will engage with any reliable firm. Reference on request. Address D. C. K., box 91, care of Tobacco World, Phila. 11-12-2

WANTED—An experienced and thoroughly reliable Leaf Tobacco Salesman for January 1. Address box 89, care of Tobacco World, Phila. 11-12-2t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

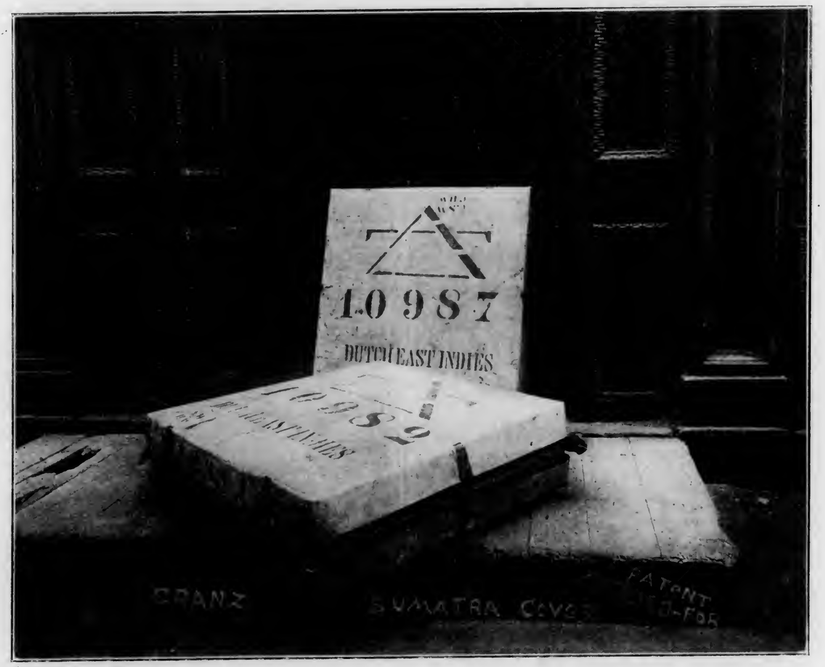
FOR SALE—At Fifty Cents per Hundred, Five Thousand Cigar Bands for the Florodora Estimating Contest. Address K. C., care of Tobacco World, 11 Burling Slip, New York.

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO York, Pa. 9-10tf

26 JOHN R WILLIAMS CO. Suction Tables for sale. Price for the entire lot, $390. Address MACHINES, Box 110, care of Tobacco World. 8 6-tf

THE CRANZ
Sumatra Covers

A perfect method to protect with galvanized iron covers
Sumatra bales while in transit.



SUPERIOR TO BOXES AND CRATES.

Invented, patented and introduced to the trade by

F. & E. CRANZ,

Importers of Sumatra,

Amsterdam. **New York.**

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of Seed Leaf Tobacco

AND

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported **Leaf Tobacco**

YORK, PENNA.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

---

was abandoned by her crew while burning during the fire on the Camden water front, on the 8th inst., and which was rescued by the firemen. The vessel was loaded with licorice root for the McAndrews & Forbes Licorice Company and the cargo is valued at $300,000. The amount of salvage demanded is $60,000, based on 20 per cent. of the value. The suit is a novel one in its way, it being the first case where a paid fire department has made a salvage demand, and the outcome will be watched with interest.

ATTRACTIVE DISPLAYS.

A World reporter is assured that interest in attractive cigar and tobacco window displays is growing in Philadelphia, and that a number of notable exhibits will be seen in dealers' windows during the holiday season. Already the World man has noticed a number of windows which are most creditably dressed and which are attracting attention

MOSTLY PERSONAL.

Bock & Co. have succeeded to the cigarette manufacturing business of Oslan Bros., located at 1017 Walnut street.

Jones Ornan, who opened a retail cigar store at Sixth and Diamond streets, is meeting with business success.

John N. Kolb, with Theobald & Oppenheimer, welcomed his son home from abroad, November 12th.

The marriage of Adolph Loeb, which takes place November 26th, is interesting many of his trade and social circle friends.

George Jackson, well known as a cigar manufacturer, died November 11th, at his late residence, 1420 N. Twentieth street, at an advanced age.

Edward J. Smith, who has been in the cigar business for years in the Seventeenth ward, died November 9th, aged 45, at his home, 1414 N. Second street.

The opening of Keith's new Bijou Theatre on Chestnut street, above Eleventh, has proved beneficial to many cigar stores in the neighborhood.

Leopold Kolb was accompanied home on his recent visit to Havana by A. M. Dominguez, a merchant friend.

Salesmen C. B. Rowley and E. P Jeffreys have been doing business for the Surburg Co., of New York, this week.

Work upon Showell & Freyer's new building at Juniper and Market streets is fast nearing completion Their new cigar department will be far superior to the one recently destroyed by fire.

S Dietz, formerly with the main cigar store of Coane and Patterson, on S. Thirteenth street Philadelphia, was placed in charge of the firm's Ninth and Arch streets branch store last week He reports having had a very satisfactory trade.

Morris S. Bondy, of Kaufman Bros. & Bondy, New York City, has been visiting the Philadelphia trade.

M. D. Zeltmacher, of the Hamilton Pipe Works, Brooklyn, was about Philadelphia for several days, attending to the company's business

Joseph L. Hubert, representing Geo. Lowry, of New York, was visiting Philadelphia last week and disposing of additional cigarettes. Mr. Hubert stated that he had found trade in New York more quiet than in Philadelphia, and added that the smaller dealers of New York were very much in earnest in their efforts to protect their business from the so-called trust.

J. Alvarez, Havana leaf importer and dealer, reports a number of small transactions last week. He states he has plenty of Havana leaf in the Custom House, ready to draw upon, no matter what happens. Mr. Alvarez will, as usual, visit the Havana markets in January.

A. H. Reeder, salesman with the Miami Tobacco Co., of Dayton, O., has been visiting the Philadelphia trade, and was a welcome visitor at the World office. The Miama Valley Co. is packer of the Zimmer Spanish leaf tobacco, and Mr Reeder reports that already his house has disposed of about one half of their packings of the 1901 crop.

William H. Castle, of Havana, has returned home after a pleasant visit to Philadelphia friends. He was formerly a leaf dealer in the Quaker City and is in that line at Havana.

William E. Dotts, of Dotts & Keely, made a four days' trip through Pennsylvania this week, and reports an exceptionally large number of orders taken.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling In All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84--85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

☞Samples to Responsible Houses.☜

Cigar Molds

ASK FOR OUR NEW CATALOGUE No. 5

Illustrating 1,500 of the Latest and Up-to-Date

Cigar Mold Shapes

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer. We can save you money and please you at that.

THE STERNBERG MANUFACTURING CO.

1702-1712 W. Locust St., Davenport, Iowa.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS
AMAT VICTORIA CURAM
LUIS MARX HABANA

SOL and LUIS MARX

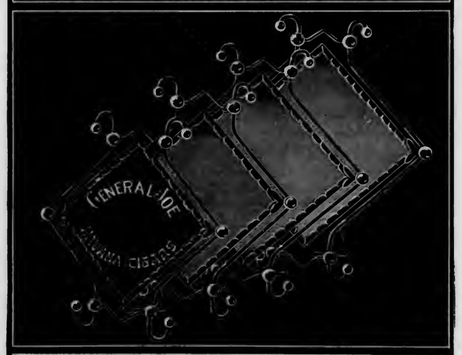
Gervasio 144-146, Havana.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	6 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs
518-520 Seventh Ave., PITTSBURG, PA.

Salesman Louis Bachrach, with the El Basco Cigar Co , is home again after a two weeks' New England trip, where he boomed the firm's union made goods with successful results.

Retail Dealers' Organize.

Preliminary Meeting of Cigar Dealers Held Tuesday.

S. W. Roth, who has had much to do with the formation of the Chicago Retail Cigar Dealers' Association, and who, it is said, aims to become the President of a National Association, arrived in Philadelphia from New York Tuesday morning and at once began proceedings to form a retail cigar dealers' association in the Quaker City. He visited a fairly good-sized number of retailers and asked them to meet him Tuesday afternoon at the Continental Hotel, where steps would be taken to organize the new protective union. Probably twenty retail cigar dealers were at the meeting, which convened at four o'clock.

From one who was present the World learns that the main object of the formation of the organization was frankly stated to be protection to the retailers against unfair competition of monopolists and trusts; that retailers must be allowed to sell such tobaccos and cigars as they choose to handle and not to be bound by rules or coercive threats to handle any one corporation or company's output. It is understood only a temporary organization was effected Tuesday. The following temporary officers were elected: President, Isador Aussprung; Vice-President, Joseph E. Tuck; Treasurer, N. T. Weser, and Secretary, A. K. Moore.

It was decided to hold a mass meeting Friday evening next, and a call announcing the hour and place of meeting will be sent out at once to the retail dealers.

The fact that the retailers held a meeting Tuesday will come as a surprise to the local trade generally, for that a meeting was contemplated was known by very few in the city yesterday. A World reporter, who was a visitor for news in a large number of stores, questioned the proprietors as to whether they thought a retail association would be formed, and they almost unanimously seemed to think there was very little need of such an organization, and that none would be formed. Some seem to think that another than the alleged American Tobacco Co. is back of the new retail movement in order to secure an outlet for their goods.

It is a fact, too, beyond controversy, that there exists in Philadelphia among the many retail cigar dealers a strong sentiment in favor of organization to secure mutual benefits and protection.

New Jersey Jottings.

By Ubiquitous Winn.

Charles Schuyler & Bro. constitute a comparatively new firm of cigar manufacturers at Burlington. Both brothers are thoroughly experienced men at the bench. They are comfortably located at 307 High street where they are building up a solid business. Their leading brand is the Delmar, a cigar which has met with cordial approval at the hands of discriminating consumers.

Hines & Co., who opened a retail tobacco store on High street, Burlington, some little time ago, are doing well and command a good share of public patronage. Among other retailers in Burlington who report good business are the following: Messrs. Chadbowine, Dorsey, Fitzpatrick, Fleming, A. P. Silpath, L. F. Silpath, Williams, Walfe, Wooden and Mrs. Barckley.

John J. Doyle, Burlington's old and reliable jobber, is retiring from the jobbing trade and will soon confine his business operations to handling cigars exclusively.

The Camden and Trenton trolley line now extends from a little south of West Palmyra to Trenton, passing through a number of lively villages and towns. Tobacco dealers say that the road has been a distinct benefit to them, as it permits nearby and other people to travel about easily and quickly, and particularly on Saturdays and holidays the different towns are full of visitors who spend money.

J. H. Bowers, formerly a retail cigar dealer at Riverton, has retired from the business. Wm. Wolfschmidt can be found at his old stand, however, happy and hustling.

W. B. Cline, a few years ago a cigar manufacturer at Camden, N. J., is now in the restaurant business at Mt. Holly. He retails a nice line of choice cigars. "Billy," as he is known, reports business as being good.

L. W. Palmer, the veteran cigar manufacturer of Beverley, is pushing a number of his own brands with good success and looks forward to a lively holiday trade. Mr. Palmer is his own energetic salesmen and visits the retailers for miles about. Mr. Palmer's "Lenox" is a well made and popular 5-cent cigar.

James Patterson, a veteran wholesale tobacconist, was found dead in bed at his home in Scotch Plains, Sunday, November 2. He conducted business at Plainfield, N. J.

Bridgeton, N. J., cigar dealers have been notified that they must hereafter keep their stores closed on Sunday in compliance with a recently passed city ordinance.

Terence Mathews, the East Camden jobber, may start up a manufactory some time next year. He now has a retail store and commands a thriving trade. His father was a leading Camden manufacturer for years and is yet an energetic salesman.

Rubrecht & Reed is the name of a new cigar manufacturing firm, with headquarters at Telford, Pa., and of which the junior member, L. W. Rubrecht, resides at Riverton, The firm aims to fill jobbers' own orders in fine Havana and domestic cigars. Mr. Rubrecht is the inventor of a new automatic vending machine, of which the World will have something to say later.

A company of Massachusetts capitalists have incorporated under the laws of New Jersey for the purpose of raising tobacco and onions. The initial capital is $125,000, but it said that it will probably be increased later on. The onions, it is to be hoped, will be grown at least a mile away from the tobacco.

The attorneys for the United Cigar Stores Company announce the issue of an injunction at Trenton, restraining the Union Cigar Stores Company of New Jersey from the use of that name (or the initials of same) as tending to mislead persons with whom they may have dealings into the belief that such Union company (or U. C. S. Co.) is identical with the United Cigar Stores Company.

Mayor Nowrey, of Camden, will present a silk flag to the American Cigar Company on Thanksgiving Day, on behalf of the employes, whose wages were recently raised. Rev. Dean Mulligan, rector of the Church of the Immaculate Conception, will receive the flag on behalf of the company.

The Keller Cigar Company, which recently opened a cigar store in the Katz building, Paterson, gave away 10,000 cigars to purchasers during opening week.

The Geller Products.

The John S. Geller, Sons & Co. state that they expect to be comfortably located in their new quarters at 250 Market street in about three weeks, at which time it is thought the extensive alterations necessitated by their business will have been completed. Business with this firm has been uniformly good. They are just placing upon the market a new five-for-10c cheroot, to be known as the "Our Tickler," and it has already met with a warm welcome from consumers. Sales for their "Our Billy" cut plug are increasing at a pleasing rate—so fast, in fact, that they find difficulty in promptly filling orders. "Our Billy" is described as a high grade plug, put up in 1⅔ oz. packages to retail at 5c. A box of matches goes with each package. The tobacco is union made and bears the union label.

The firm's "Porto Rico Puffs," a four-for-5c. cheroot, is also having an unusual sale. October sales were over 300,000, and the factory has to "hump itself" to get them ready fast enough to fill orders. Fully 500,000 of the cheroots will be consumed by the trade in the near future, judged according to orders and indications.

According to Geller & Co. union and independent goods are becoming more and more popular every day.

The Wilmington, Del., branch of the firm reports an increasing business. And it is conceded by everyone a judge in the matter that the company's handsome store at Wilmington is one of the finest and best stocked in the trade.

Latest News from York, Pa.

York, Pa., Nov. 17, 1902.

There is little or no change in the York leaf market. The dealers experienced a fairly good week, but nothing extraordinary occurred to make the week a notable one. Tobacco growers throughout the county are taking advantage of the fine weather, and considerable of this season's crop has already been taken off the poles and stripped. The packers have their agents out, and a large quantity of leaf has been bought on the poles. The buyers report that this season's crop is sound and of good color.

The boom in the cigar trade continues in all sections of York county. All of the manufacturers are behind in their orders. There is a great demand for stamps at the York office of the Ninth Pennsylvania Revenue District, and if the demand continues, the receipts for tobacco stamps will be larger than any other November in late years.

A number of new cigar factories have been started recently in this vicinity. Harry Shelley has opened a factory at Craley. He will manufacture cigars for the domestic and export trade. Calvin Carnes is erecting a large building in Craley, which he will utilize as a cigar factory. Louis W. Pfaff, son of Burgess Louis G. Pfaff, of Hanover, has started a factory in the rear of Franklin street, Hanover. The factory will be a union shop. Ephraim Stavely, who has been employed in the cigar factory of John H. Little, Hanover, has resigned his position and embarked in the cigarmaking business for himself. His factory is located near Littlestown, Adams county.

H. W. Heffener, one of the largest

J. K. PFALTZGRAFF & CO.
Manufacturers of
High-Grade Nickel SEED and HAVANA
Cigars
York, Pa.
Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
"1303,"
"CHIEF BARON,"
"EL PASO."

A. K. MANN, Packer of Leaf Tobacco
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.

Shipping Station, East Earl.
H. L. WEAVER. E. E. WEAVER.
WEAVER & BRO.
Fine Cigar Manufacturers
Terre Hill, Pa.
ORDERS FROM THE JOBBING TRADE SOLICITED.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Bro., York, Pa.

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St.,
Lancaster, Pa.

M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Usher.
Hopkinsville, Ky.

cigar box manufacturers in this section, whose plant is located at Howard and Boundary avenues, this city, reports business as being in a very flourishing condition. This firm is noted for its excellent work, and the plant is always busy.

Hostetter & Able, the recently organized leaf tobacco firm in this city, whose warehouse is located at 12 South George street, are doing a nice business. The firm makes a specialty of shade grown Sumatra, in bales, and report business generally good.

There is still a big demand for cigarmakers and all other kinds of help in the cigarmaking trade. Meyers, Adams & Co. are advertising for scrap hand workmen and long filler workmen; Warren Beck and Bro. need tobacco strippers; A. Kauffman & Bro. want girls to learn cigar box pasting, and also experienced pasters; H. F. Kohler, Nashville, wants either male or female cigarmakers.

Frank Noel, well known in base ball circles, is now on the road selling cigars for Young & Buser, one of York's leading jobbing houses Mr. Noel reports business as being very good. He says there is no trouble to sell good goods these days.

The employes of Charles E Miller's cigar factory, McSherrystown, held a festival last Saturday evening for the benefit of St. Mary's Roman Catholic Church of that place. The festival was largely attended, and quite a large sum was raised.

S L Johns, of Hanover, was a visitor in York several times during the week. Mr. Johns reports the leaf tobacco and cigarmaking business as being very good just now He says that the greatest trouble is that everybody wants their goods shipped first, and that it is almost impossible to get out the many orders.

The Keystone Cheroot Company is enjoying a big trade. There is a big demand for their Georgia Gem cheroots, Ben Roy cigarros, Minuettes cigarros, and I-Taba Crooks cigars.

During the past week James W. Clay, nephew of the renowned statesman, Hon. Henry Clay, was in York. He is a resident of Baltimore, Md., and was in York and vicinity in the interests of the Benninghaus Tob. Co. Mr. Clay made a number of friends in York during his stay here. His fund of entertaining narratives and his keen recollections of his illustrious uncle, make him a most agreeable companion.

Price, $1.00. Large Discount in quantities.

No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.

Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.

WM. DIEBEL,
327 N. Eighth St., Philada.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS — GOOD STUFF

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.
READING, PA.

NEWS NOTES.

Augusta, Ky., is preparing for a big Tobacco Fair, to be held January 17, 1903. A liberal list of premiums has been offered.

Winston-Salem had its banner month in October, 1902. The Board of Trade figures gave sales of 5,065,544 lbs. at $570,176.64, which compares well with 1,329,568 lbs. at $110,546 53, in October, 1901.

George Jones has succeeded to the retail cigar and tobacco business of A. J. Meredith, Lebanon, Pa.

Last year, according to the report of the British Consul at Odessa, 7,695,600,000 cigarettes were made in Russia from 14,032 tons of tobacco. More than half the cigarettes exported go to Germany.

An official estimate states that Japan's crop of leaf tobacco this year will be 5 per cent or 6 per cent. below the average crop. The Government, however, has a very large stock in hand, and no scarcity is anticipated.

The value of tobacco, cigars and cigarettes imported into the Transvaal during the first seven months of this year was £76,000, as compared with £27,000 in the corresponding period of 1901.

During the nine months ending September 30, 1902, the imports of tobacco into the United States aggregated $11,537,510. The total imports of tobacco for the whole year of 1890 was valued at $16,852,750.

Half of the 150 girls employed at the new factory of the United Cigar Company at Altoona went out on strike last week for higher wages.

At the recent annual convention of the Association of Official Agricultural Chemists, held at Washington, D. C., Secretary of Agriculture Wilson announced that the government would pay a salary of $10,000 a year to any chemist who could tell what it is in the soil of the different sections of the United States, or of foreign countries, producing the finer grades of tobacco which makes a fine filler tobacco in one section and a fine wrapper in another, where apparently conditions are the same.

The United States Department of Agriculture reports the condition of the tobacco crop of each State on October 1 as compared with the maximum crop in that State as follows: New Hampshire, 97 per cent.; Vermont, 95; Massachusetts, 95; Connecticut, 94; New York, 83; Pennsylvania, 90; Maryland, 80; Virginia, 89; North Carolina, 88; South Carolina, 93; Georgia, 79; Florida, 72; Alabama, 65; Mississippi, 72; Louisiana, 69; Texas, 75; Arkansas, 90; Tennessee, 78; West Virginia, 92; Kentucky, 78; Ohio, 90; Indiana, 92; Louisiana, 88; Wisconsin, 91; Missouri, 94.

The Wisconsin Field.

Janesville, Wis., Nov. 15, 1902

The remnant of the crop of 1902 is moving in a moderate way, the buying being done mostly by those who entered the race late. Buyers complain that the farmers are too high in their asking price, wanting as much for such low grade crops as were passed by the early buyers as was paid for the selections. When the lower grades can be lifted at a reasonable figure, it will all be bought up.

During a recent damp spell a few farmers removed a portion of their tobacco from the poles and are stripping the same. Several warehousemen are cleaning up preparatory to receiving the early crops as soon as they are ready for delivery. Several assorting rooms will start up early in December:

Old tobacco seems to be in better demand, and several fair sized lots have changed hands. L. B. Carle & Son sold 151 cases 1900 and 108 cases 1901, the latter low grades. Geo. H. Rumrill sold 200 cases 1900 B's to S. Ashner of New York. and F. S. Baines sold 80 cases. A moderate trade in small lots is reported.

A regular meeting of the Janesville Leaf Tobacco Dealers' Association was held Saturday evening. After disposing of the routine business, considerable time was spent in discussing the question of forming an insurance company. Many tobacco men are strongly in favor of organizing an insurance company among the tobacco dealers of this part of the State. The matter has not assumed definite form as yet.

S. Ashner, of New York City, purchased tobacco in this market this week.

I. L. Hanke, a cigar manufacturer of York, Pa., visited Janesville leaf dealers this week.

J. M. Falk, of New York, was in our market this week.

The American Cigar Co. broke ground this week for an addition to its warehouse in Edgerton, recently purchased of T. B. Earle. The addition will be 172x32 feet, and is for assorting.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Praise for the Ward Line.

While the market in Havana during the previous week had been very active the same does not hold good of the week ending November 8, as the volume of sales recorded during this period hardly reaches 50 per cent. of that, the number of bales footing up only 4,100 as compared with 8,400 bales reported during the preceding seven days. No change is noticeable in prices for fine goods, factory vegas or choice fillers of Vuelta Abajo and Partido tobacco, and as they are beginning to become scarcer holders are exacting full values for such classes. Inferior grades and botes being still plentiful can only be sold if the sellers are willing to meet buyers at the low figures offered by them. Remedios is beginning to be inquired for, although prices still favor the purchasers more or less. The above mentioned 4,100 bales consisted of 2,400 bales of Vuelta Abajo, 500 bales Partido and 1,200 bales of Remedios, and were taken by United States buyers to the extent of 2,600 bales, while Havana cigar manufacturers took the remainder of 1,500 bales.

The 1903 Crop.

Besides the parties reported previously as having saved part of their plantings, Cano y Hno. now state that the 385,000 "matas" upon their farm, "El Brillante," in the famous tumbadero district, had also escaped the late rain storms, owing to the plants having secured such a firm hold in the soil that the downpour did not wash them away. Their other vegas, however, were all lost, and they will have to commence to replant them. If the weather continues fair, they think, they might begin on the November 10. Seedlings, however, have gone up in price and now command from $3 to $3.50 per thousand. Don Antonio Garcia, of San Juan y Martinez, who had set out his plants in September, also has escaped any bad results from the rains, the plants having been big enough to withstand successfully all the downpour, and instead of being damaged were benefited by the moisture. He says he will commence cutting after November 15, when the moon begins to wane. Farmers in Cuba generally cut their tobaccos between the full and new moon, whether from habit, or for any particular reason it is hard to tell Do the United States farmers follow the same rule? The early cutting of the tobacco by Don Antonio Garcia seems to be an isolated case, as no other vegueros in the Vuelta Abajo have reported such phenomenal early plantings. While all reports were uniform in saying that nearly everything has been lost in the Vuelta Abajo, it may, nevertheless be doubted whether some vegueros have not saved some of their plantings and seedbeds; still that the numbers may be small and stand more as an exception to the rule admits of hardly any doubt. The weather conditions seem now more favorable for the agricultural population.

Arrivals in Havana.

From Chicago: Ben Rothschild, of the well known firm of Rothschild, Sons & Co, J. Fernbach, of J. Fernbach & Co., clear Havana cigar manufacturers, and from New York, Gustav Salomon and wife, A. and Sam Bijur, of I. Bijur & Son. Benito Rovira, of Ghio & Rovira, and Manuel Menendez Parra, who returned from his trip to Spain via New York. Wm. E. Bird, Third Vice-President of the New York and Cuban Mail Steamship Co. (the Ward line), also arrived for a short vacation and perhaps on business connected with his line.

Departures.

A. W. Kaffenburgh, of I. Kaffenburgh & Sons, for Boston, Ben Rothschild and J. Fernbach, for their Chicago homes, and B. Wasserman, for New York.

Havana Cigar Factories.

Unfortunately the cigarmakers have extended the strike to all of the factories of the Havana Commercial Co. in Havana, and it is also stated that the Santiago branch will have to close its doors, as these out of sympathy, passed resolutions to that effect, in order to help their brethren in Havana. That this action of the strikers interferes seriously not alone with the factories, but also with the commission mer-

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Best Workmanship The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

chants, who cannot complete their orders, is best illustrated by the falling off in the exports, which amounted to only a little over 1,800,000 cigars, by the steamship Morro Castle, as compared with over 4,500 000, the previous week. H. Upmann & Co. intended to ship 1,000,000, Bridat, Mont Ros & Co., 300,000, Neuhaus, Neumann & Co. 280,000 cigars, and others in pro portion, while through this unforeseen circumstance, perhaps only half of these orders will be executed. It is feared that the H. de Cabanas y Carvajal, as well as the Flor de J. S. Murias, and perhaps also the Henry Clay and Bock & Co., Ltd., might be forced through their cigarmakers to close also. The independent factories, such as H Upmann & Co., Flor de Partagas, Jose Gener y Batet, Behrens & Co., of Sol fame, Cruz Roja, Ramon Allones, Romeo y Julieta, the Punch factory and others may, however, not be affected, and on the contrary receive additional orders through the shutting down of the big allied concerns.

The Ward Line.

The Morro Castle arrived at Havana on the morning of November 5 with a good sized passenger list (over 120) from New York, and the passengers were so highly pleased with their treatment at the hands of Captain Downs and the company that they drew up a testimonial which was published in the dailies of Havana, thanking the Captain, and through him the company, for the splendid treatment they had received on board. It might be of general interest to the traveling public between Cuba and the United States to know that the company has taken a new departure as regards the serving of meals on their steamers. From 7 A. M. to 9 A M. a light breakfast is served, at 11 A. M.—Spanish style—a hearty table d'hote "dejeuner a la forchette," and at 6 P. M. a fine table d'hote dinner. In the afternoon, sandwiches and salads are served to the ladies in the social hall and to the gentlemen in the smoking room The company has taken pains to send to Paris to secure the best French chefs, and from the praise heard from the passengers, this change will certainly meet with popular approval, which only goes to show that the Ward line is up to date, progressive, and doing everything in its power to cater to the wants of the puhlic, not alone by glving the latter rapid and luxuriously fitted up steamers, but also in looking after the cravings of the inner man.

Doings of Havana Commission Merchants and Leaf Dealers During Week Ending Nov. 8.

Sutter Bros. are busy as ever. They are employing forty girls in their leaf stripping department.

J. Bernheim & Sons continue buying in the country, while I. J. Bernheim is kept hard at work in Havana selling and shipping goods north.

I. Kaffenburgh & Sons.—A. W. Kaffenburgh has been over a month in the Manicaragua district inspecting his firm's escojidas and making preparations to grow the next crop upon their farms in a more scientific manner than heretofore.

Levi, Blumenstiel & Co.—A Blumenstiel has already purchased over 600 bales, and is far from having his task completed.

Rothschild, Sons Co. purchased, through Ben Rothschild, some of the finest Partido factory vegas as well as prime Remedios (of the old crop) and Vuelta Abajo fillers, the total amount exceeding 500 bales.

H. Upmann & Co. purchased in the country some three hundred and odd bales of Partido for Germany.

Silveira & Co.—Don Alberto Catterfeld is due in New York about November 11, and after having seen his business friends will start for Havana.

Rabell, Costa & Co. sold 700 bales of Vuelta Abajo factory vegas to Havana manufacturers.

Juan de la Rosa disposed of 600 bales old Remedios.

Sanchez & Cueto also closed out 400 bales of Vuelta Abajo to Havana factories.

Antonio Suarez & Co. sold 650 bales Vuelta Abajo to United States cigar manufacturers.

Jorge, P. Castaneda & Co. shipped 300 bales Remedios, and accommodated one Havana factory with 100 bales of tumbadero wrappers and fillers.

G. Salomon y Hnos.—Don Gustavo Salomon acted as mascot to his son, Sol G. Salomon, in closing some three hundred and odd bales of Partidos and Remedios.

Walter Himml sold about 400 bales on commission to one of his friends from the north.

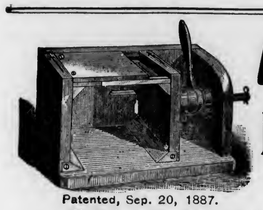
G. P. Cordero purchased some 400 bales of fine Vuelta Abajo factory vegas.

Leonard Friedman & Co, sold 350 bales of Partido and Remedios tobacco.

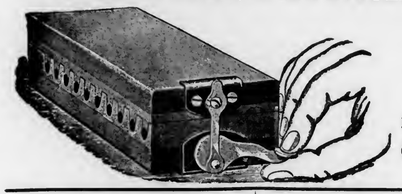
Arguelles y Busto disposed of 200 bales of Vuelta Abajo to Havana and northern people.

Jose Menendez keepssellingevery week of Partido and Remedios, his transactions footing up 150 bales this week.

The rumor of the large transaction of 3,000 bales is now stated to have been a transfer from the American Cigar Co. to the Havana Commercial Co's cigarette factories.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

Therefore it is not included in the weekly sales of tobacco.

Carlos Blasco is busy as a commission merchant in selling large quantities of leaf tobacco and shipping good sized quantities of cigars, while his brands of cigars, Vitalia and Reina del Prado, are selling like hot cakes.

Arrivals of Tobacco from the Country.

	Week ending Nov. 8. bales	Since Jan. 1. bales
Vuelta Abajo	4,135	163,974
Semi Vuelta	621	11,474
Partido	726	56,656
Santa Clara and Remedios	7,017	115,073
Matanzas	——	77
Santiago de Cuba	——	130
Total	12,499	347,384

Cranz Spells Push.

The full-page advertisement of F. & E. Cranz, the big Sumatra importers of New York and Amsterdam, published to-day, will give the readers of The Tobacco World a more correct and vivid impression of the new galvanized iron covers invented, patented and used by this firm, than columns of description could hope to convey. These covers, which protect the bales while in transit, and, at the same time, give the tobacco all the air it needs, are not only a timely and useful invention, but they also demonstrate the enterprise and push of this sterling firm.

For Florodora Guessers.

The Florodora Tag Company's prize offer advertisement appears for the last time in The Tobacco World in this issue. Guessers will do well not to delay the sending in of their estimates so that they may reach the Florodora Tag Company's offices in Jersey City, N. J., before December 1, without fail.

May the best guesser win, and it's $142,500 to a cancelled revenue stamp that he will!"

—Now it is rumored that the American Tobacco Co. is negotiating for the Henderson Tobacco Extract Works, at Henderson, Ky.

Imports and of Cigars Leaf Tobacco
FROM HAVANA
Per strs. Monterey and Morro Castle.

CIGARS	
Park & Tilford, New York	56
B. Wasserman Co., New York	46
Acker, Merrall & Condit, New York	33
Duncan & Moorhead, Philadelphia	21
S. S. Pierce Co., Boston	21
Havana Tobacco Co., New York	20
Estabrook & Eaton, Boston	11
G. S. Nicholas, New York	7
Upmann & Wilcox, Chicago	7
M. Blaskower & Co., San Francisco	7
Waldorf Astoria Segar Co., New York	6
Calixto Lopez & Co., New York	4
S. Levyn, Buffalo	4
Robert E. Lane, New York	3
D. Frank & Co., Boston	3
J. Wagner & Son, Philadelphia	2
H. B. Grauley, Philadelphia	1
Robert Steel, Philadelphia	1
T. B. Wanamaker, Philadelphia	1
C. B. Perkins & Co., Boston	1
Total	255
Previously imported	8,402
Imported since Jan. 1, 1902,	8,657

LEAF TOBACCO	bales
Sartorious & Co., New York	564
Rothschild, Sons & Co., Chicago	270
J. Bernheim & Sons, New York	265
Egerton & Joel, Boston	243
J. P Castaneda & Co., New York	226
Guedalia & Co., New York	159
Berriman Bros., New York	133
Ernst Ellinger, New York	109
I. Bijur & Son, New York	106
Loeb-Nunez Havana Co., Philadelphia	99
L. Sylvester & Son, New York	81
Sutter Bros , New York	72
L. Friedman & Co., New York	70
J. Lobenstein, New York	56
A. Moeller & Co., New York	55
L. Blumenstiel & Co., New York	50
O. Malchow & Co., New York	41
American Cigar Co., New York	38
Hinsdale Smith & Co., New York	33
F. Miranda & Co., New York	31
Cane Bros., New York	29
M. Schwarz, New York	29
Rodriguez & Tejeiro, New York	28
Rothschild & Bro., New York	27
L. Peters & Co , Detroit	25
S. Rossin & Sons, Hartford, Conn.	25
E. Rosenwald & Bro. New York	25
A. Gonzalez & Co., New York	20
Newgass & Greenhut, New York	20
J. Merfeld & Co., Baltimore	20
F. Alvarez, New York	19
M. Stachelberg & Co., New York	15
Carl Upmann, New York	15
M. Cruz, New York	13
Alvarez & Monesado, New York	10
L. Goldschmidt & Co., New York	10
Herz Bros., New York	10
J. A. Harris, Philadelphia	10
Shively & Miller, Philadelphia	10
E. Hoffman & Sons, New York	7
S. L Goldberg & Son. New York	6
B. Labe & Son, Philadelphia	6
A. Blumlein & Co., New York	3
Schroeder, Reis & Co., Chicago	2
E. Regensburg & Sons, New York	1
Total	3,086
Previously reported	110,175
Imported since Jan. 1902	113,261

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
75,000 PER DAY.
DALLASTOWN, PA.
LA CUBANA CIGAR FACTORY · No 463 · ESTABLISHED 1871

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, $5,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf TOBACCO
229 cases of the 1901 crop ready for inspection at 12 cents, actual weight
EAST PETERSBURG, PA.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—

JOHN SLATER & CO.

MAKERS OF **Lancaster, Pa.**

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA.

Havana Leaf for Cubanolas.

The old Venable factory building in Richmond, Va , is now utilized by the American Cigar Company for stripping Havana fillers for its Cubanola brand. An officer of the American Cigar Company said recently that 500 bales of Havana filler leaf were being stripped every day for this brand alone.

Starr Bros at Weedsport, N. Y.

Starr Bros., the well-known leaf packers of 163 Water street, New York, have their large new warehouse at Weedsport, N. Y., in complete working order. The warehouse will accommodate about 2,200 cases of tobacco and is just now filled with the firm's packing of the new Onondaga and Big Flats.

Starr Bros. recently sold a very large quantity of their Onondaga packing to one of the biggest cigar manufacturing concerns in Pennsylvania.

No Parlor Matches in New York.

After January 1 next it will be a misdemeanor in New York to have parlor matches in stock or in one's possession. After New Year the only matches which it will be safe to own or use will be the old fashioned sulphur matches or safety matches. The law against parlor matches will be enforced because during the past year the Fire Commissioner has traced 1,300 fires to them.

The Theobald & Oppenheimer Case Appealed.

The Theobald & Oppenheimer Co., has taken an appeal from the decision against it by the General Term of New York City Court in the Stein breach of contract case to the Appellate Division of the New York Supreme Court.

Damaged Wisconsin at Auction.

On November 14th 112 cases of damaged Wisconsin leaf were sold at auction by Woodrow & Lewis in New York city. They were sold in one lot and brought 7½ cents, marked weight, which is considered a fairly good price Sound Wisconsin brings from 16 to 18 cents in the New York market.

New York Leaf Market.

The New York leaf market was active last week. The 1901 Sumatra is selling freely and the transactions in Havana are so numerous and large asalmost to amount to a boom.

Trade in Reading.

Reading, Pa., Nov. 18, 1902.

Lewis R. Farling retired from the Central Cigar Company, 419 Penn street, and will continue to manufacture his Athletic brand at 151 Pear street, temporarily, until he can secure a suitable building for factory purposes. William G. Kissinger, the other member of the firm of the Central Cigar Co., is closing out the business affairs of that concern at 235 West Oley street.

The cigarette factory opened by M. G. Hollis & Co. is exceedingly busy. The firm is already running a large force of cigarette makers, and orders are coming in rapidly. More hands will be added in a short time.

Warren Emes, cigar manufacturer of Boyertown, is confined to the house with typhoid fever.

A. Thalheimer & Sons' cigar box factory is running to its full capacity, and it is one of the busiest industries here at the present time. The firm is advertising for additional girls to trim cigar boxes, and experiences some difficulty in securing them. Female labor is very scarce in Reading at present.

Charles A Lewis, a well-known cigarmaker, while working at his bench at Gumpert Bros.' factory, 7th and Walnut streets, suddenly fell back in his chair. He was carried into the office and a physician summoned, but before the arrival of the latter he had already expired. Heart disease was the

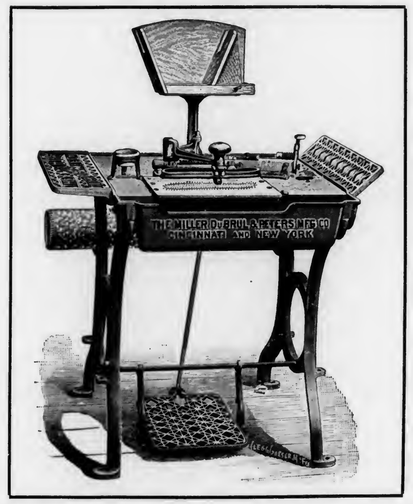
MAKE MORE CIGARS

Your natural ambition is to make more cigars, better cigars, handsomer cigars and to do it in the most economical manner.

We have a cigar makers' table that will permit you to satisfy your ambition to the full.

It is the DuBrul Dieless Suction Table.

Its chief merit is wrapped up in that word "dieless".



This Table, as shown in the cut herewith, has no dies or rollers; consequently, it eliminates all the bother, expense and time necessary to keep the dies and rollers in proper shape to work at all.

The cutting is done by a circular knife, which swings out of the operator's way after the wrapper is cut. The knife does far better work than any die. It is easier to keep in proper cutting condition—it needs no adjustment—it will never roll up, nor tear a wrapper, no matter how sticky, and never leaves a white streak on the edge of dark wrappers as all dies are bound to do.

Having no cumbersome mechanism in the way and being free from the constant exertion entailed by such mechanism, the operator works faster and does better work.

The freedom from obstruction induces palm-work instead of finger-work, which is of obvious importance.

The operators like this table because it is so simple, there being no hidden mechanism and no complicated parts. They will not work on other tables if they can get work on this.

This Table does away with all the objections to and imperfections of the old-time tables and is the latest and most important development in the art of making perfect cigars.

You ought to have it.

No cigar manufacturer who is looking out for his own interest can afford to have any other tables, even if he got them for nothing.

But in case you don't agree with us, we beg to remind you right here that we can sell you the best table with dies, and you can see both styles side by side at either of our offices.

We can't tell you all about it here because it is a long story.

A letter from you will bring full information.

When writing ask for Booklet w s.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street CINCINNATI, OHIO

1 Madison Avenue NEW YORK CITY

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

F. E. Eberly,
Manufacturer of High-Grade
Union Made CIGARS
Stevens, Pa.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses.
Write for prices.

cause of his sudden demise. He was 42 years of age.

Ex-police officer Charles E. Auman purchased the cigar store conducted by John Beidler, at the southwest corner of 9th and Walnut streets, and took possession at once. He proposes making a number of alterations to the place and will completely restock it. Mr. Auman is a cigarmaker by trade, and was formerly employed by Stewart, Newburger & Co.

Levi Berger, cigar manufacturer of Bernville, purchased a lot of tobacco leaf in this city to replenish his stock. His factory is very busy on holiday goods.

Phillip Seidel opened a cigar store and pool room at 12th and Robeson streets, and has fitted the place out in a handsome manner. Mr. Seidel is well known in the northeastern section, being manager of the Robeson Base Ball Club.

Cigar manufacturer Edward W. Ganter is very busy at present and his factory is running overtime four nights a week. He is receiving many orders from the coal regions, where he enjoys a large trade. He recently placed a new brand on the market called the Opera Bouffe. He has taken up the manufacture of smoking and chewing tobaccos, and this factory is separate. It is rushed with orders and three brands of goods are made up, namely: Union Forever Cuttings, Reading Butts and Penn Scraps. They are put up in neat packages.

William H. Houck, ex alderman of the 4th ward, has opened a cigar store at 52 South 6th street. He will have his insurance, real estate and notary public offices in the same place. He has the place divided into two apartments. The front part is occupied by the cigar and tobacco counters, cases and shelves, and the rear with tables, desk, etc. The place has been given a coat of paint on the interior and exterior. All the interior fittings are of hard oak.

The large factory of Gumpert Bros. is working overtime several evenings each week, owing to the large number of orders on hand.

Good progress is be made with the addition to Yocum Bros.' plant, and the bricklayers have already reached the fifth floor. The firm is very busy.

Stewart, Newberger & Co. Ltd., have added a number of new hands during the past few weeks. The fall trade is reported good, with bright prospects for the winter.

James P. Esterly, 750 Penn street, local distributer of the 218 Sporting Club cigar, reports business brisk. He states that trade was never better.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

A limited number of sales is reported of both of the old and new crops. Quite a number of growers are found every year who are bound to realize on their crops just as early as possible. Such parties simply injure the legitimate trade, as it serves in a measure to establish a price, and the buyer is quick to claim it. As it is, many of the sales are made to some local farmer, who thus turns an honest penny by purchasing the crops from thirty to fifty acres, and they thus make more money than from the crop they have grown.

We desire to impress upon such of our growers as from inexperience, or from what is worse, pure, simple greed, will deluge his leaf with water. Don't do it. It often shows a much darker color, and is liable to rot in the fermentation of sweating process.

Our correspondents write:

Montague: "The crop in this town, so far as we have seen, is a choice one; the leaf is of good size; it is fine and silky, as well as sound. No sales as yet."

Sunderland: "The tobacco is about half taken down and stripped and shows better quality and color on the average than was expected. The size of the leaf, especially, is a remarkable feature this year, but the thinness of the leaf will make light weights. No sales of consequence are reported in this vicinity, as our farmers are in no hurry to sell."

Hatfield: "Elas Bach & Son have bought several lots of new tobacco the past week at from 12c to 15c. B. M. Warner, a crop from James L. Boyle for 15c. Most of the tobacco has been taken from the poles and in a few days will be in the bundle, ready for sale."

"Stripping is the order of the day. The heavy fog of the 6th enabled the growers to take down a good deal of the crop, so that stripping is progressing rapidly, and the leaf shows up better than was expected; but very little pole sweat leaf. No sales as yet."

North Hatfield: "The crop has cured very nicely. C. H. Crafts & Bro. finished stripping November 11. They declined an offer of 16c in the bundle. They are fitting several acres this fall by applying ashes and several carloads of horse manure, working them into the soil."

Suffield: "We are having our second spell of damp weather, and our tobacco growers are improving the opportunity to take down their tobacco. I hear of two sales of large crops, one at 17c and the other at 20c, in the bundle. I sent you a month ago the sale of 250 cases of 1901 tobacco and the brice."

East Granby: "Tobacco is coming down better than was expected Millard Griffin has 8 acres stripped and reports a fine quality. The shade grown is all taken from the poles, and it is a very fine crop. James Day of Hatfield has been here sampling the 1901 crops, and he reports fine crops. But very few crops are sold in this town. Buyers are showing good sense by waiting for the crop to be stripped, so that they can judge of its quality."

Windsor: "Mr. Thrall sold to the American Tobacco Company 23 acres of leaf in the bundle at 22c, and Mr. Griswold has sold 12 acres assorted at 24c."

Whately: "So far as the tobacco has been taken down, there has been but a moiety of pole-burn, and is fully up to our expectations. It is leafy as well as fine."—American Cultivator.

BALDWINSVILLE, N.Y.

There has been no buying of the new crop as yet, although some of the buyers have been inspecting some of the crops. M. Rosenthal, of Rosenthal & Co., of Lancaster, Pa., was here last week and was riding with M. Tobin. Robert Gans, of Max Gans & Son, 197 Water street, New York, was here early in the week and rented a portion of the Upson frame warehouse on Canal street. His firm expects to secure quite a large packing on Onondaga this year. With the exception of a few small shipments there has been nothing doing at the warehouses.—Gazette.

EDGERTON, WIS.

Buyers are still industriously at work gathering up the unsold remnants of the new crop in nearly all the growing sections, with a prospect that it will be almost entirely absorbed before the riding ceases. There are so many belated packers who have all along cherished the idea that the crop would not be lifted early who are trying now to make up lost time, that the movement bids fair to close with as much competition as the early buying. Prices are also well maintained, considering the quality of the leaf left.

A few local packers have sold their contracts to dealers who have come too late in the field to secure choice selections, amounting to about 500 acres.

Inquiry after the balance of the 1901 crop continues, which is lifting these goods from growers' hands at figures considerably under the cost to packers who bought in the bundle a year ago.

A moderate trade in old leaf is steadily reported, not a satisfactory business as regards the amount sold, though dealers are able to secure fair prices. F. S. Baines reports the sale of 80cs for the week.

It is believed only a small amount of the new crop has yet been taken from the sheds for stripping, though another season of casing weather was with us during the week.

Shipments 500cs.—Reporter.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

We had no receipts this week, offerings on the breaks, 25 hhds; sales, 75 hhds; market firm and unchanged.

Shipments go out steadily and we will soon have empty warehouses.

The weather continues warm and dry, "Indian Summer," which farmers are taking advantage of for their fall ploughing, but the absence of rain delays the movements of the loose tobacco market though heavy purchases have been made in two parts of our District.

Planters in the District are chafing under the conditions imposed by the two great monopolies, as other districts are also, and a convention has been called for 22nd inst., to devise means of defense and self protection.

Quotations:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good	9.50 to 10.50

HOPKINSVILLE, KY.

M. D. Boales.

The market rules quiet and firm on remaining stock of 1901 crop, which is now about 700 hhds, consisting mainly of Medium, Good and Fine, long Leaf sales for the week, 98 hhds, of short Common, at 6½ to 7¼c, and long Medium, at 8 to 8½c. The stocks here and in western markets are getting quite small with little long leaf in new crop. Holders are very firm and sale sparingly.

Lugs, 4¾ to 6½c. Leaf, Common, 6 to 7¼c; Medium, 7¼ to 8½c; Good, 8½ to 10c; Fine, 10½ to 12½c.

Cigar Leaf, 8 to 11c; Plug wrappers, 9 to 12½c; Spinners Leaf, 7½ to 10c.

The season last week opened the market on new crops, with buyers in the field paying 5 to 6c, for Common, 6 to 7c for Medium, 7 to 8½c, for Goods leaf crop. Extra crops are scarce and prices higher as to quality. Planters are not free sellers at prices offered. Crop estimate in quantity about 50 to 60 per cent. of last year.

Receipts for year, 11,810; sales, for week, 98; year, 10,384

Walter B. Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

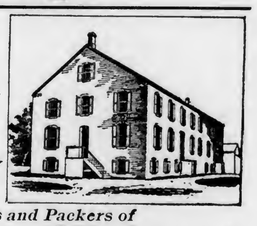
D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R.R.



E. L. Nissley & Co. Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa.
WAREHOUSES: { Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. **Investor—5 Cents**
Phares W. Fry, Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty — ***CIGAR RIBBONS,***
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. **Tilden, York Co., Pa.**

A Valuable Booklet.

The Tobacco World is in receipt of a neatly printed booklet of sixty odd pages, entitled "The Individual Advertising Department," published by the Whitman Company of New York. The object of the booklet is tersely stated to be as follows: "This little book is dedicated to the man who puts up the cash to back some other man's idea of advertising." And, in line with this thought, it is full of the latest and best hints and ideas upon wise, sensible advertising. Indeed, a review of its contents convinces us that the little booklet should be in the hands of every advertiser, small or large, who desires late, up-to-date advice upon modern advertising plans and methods. The price of the booklet is $1, and it can be secured by addressing the publishers.

Items from Youmerton.

[EDITORIAL NOTE.—Among the news letters received by The World this week was the following, and, being somewhat odd, yet spicy, it is herewith given at its face value. Youmerton seems to be a hustling, lively place, and our correspondent a close observer of events.]

YOUMERTON, Nov. 17, 1902.

Manufacturer Sam Lidd doesn't know it all; but may know half of it. Sam sent in a nice letter to the meeting of the Veteran Ladies' Literary League the other night, offering a prize of $50 for the best name to be given his new ten-cent cigar. Rumor has it that five minutes after Sam's letter was read the League meeting ended with a rumpus, and the path to the post office was more than lined with hurrying, anxious-faced spinsters and other members of the fair sex. After delivering something like a ton of mail in two days to Sam's factory, the mail carriers took to their beds; there's not a postage stamp in town, and prices on envelopes have gone up with a bound. Sam kept tab on some of the names suggested for the cigar, and says that up to the time he tuckered out the figures stood about as follows: "Dove," and "Baby," each 204; "Kiss Me," 108; "Love Me," 98; "Pa's Solace," 14; "Rock Me to Sleep," 5; other similar names, count incomplete. Sam hasn't decided upon the cigar's name yet, but he has decided that some of the old girls are willing to boom the cigar business if given a fair chance and inducement—argument and assertion to the contrary notwithstanding.

The only dealer in snuff in our enterprising town, Mr. Pinch, is a taking man. A good man, too, for he is often on his (s)neeze.

When Jake Gammon died some time ago, his widow opened a cigar store. She took first premium at the fair last fall for being the homeliest woman in this county. Within a week after opening the cigar store, however, Mrs. Gammon had the bachelors of the town smiling and kittenish, and last night she ran off and married Si Jones, just home from Cuba with a carload of the best grown. Our old maids are gossiping over the happy event, and the boom in the opening of new cigar stores promises to be next door to marvelous.

Bill Hurse, the undertaker, has a brier pipe which he says came to glad America between the teeth of the captain of the Mayflower. Tuesday, he filled and smoked the ancient relic at a meeting of the village Ananias Club, and as a result he will be busy for three days preparing shrouds and caskets for those of his thoughtless comrades who got too near the pipe while it was in operation.

Our genial Mayor, Jim Makkay, didn't smoke three years ago when he ran for office, and only a big bank roll landed him in the place. Last election day he walked about town with a Havana in his mouth and a pocket of cut plug handy for the boys. He was elected with a whoop, can get all the credit he wants, and is a favorite with all the girls in town. Which would indicate that a good consumer of the weed inspires faith among the people.

Banker Rothgold has closed his savings bank and security institution and reopened his old cigar factory on Main street. Mr. Rothgold says bondclipping and other financial duties are pleasant and all that, but he felt it a duty to get into a business that would net him more millions per year. He smokes gold leaf.

Hi. Duberry's funeral yesterday was properly solemn and fairly well attended. The widow cried moderately and said she felt "awful bad, but mebbe it was for the best." Sunday night Mrs. Duberry sat down on Hi's meerschaum pipe—the one he had been "coloring" for years—and when she got up the pipe was out of business. She broke the sad news of the calamity as gently as possible to Hi—but he was suffering from brain trouble resulting from trying to read and understand the laws regulating tobacco, its manufacture, etc., and this, combined with the shock of the broken pipe, soon landed him beyond need of mortal help or sympathy. The widow thoughtfully placed a sack of tobacco and the fragments of the cherished pipe in her loved one's coffin, ere it was forever closed. Her eyes, falliug upon a box of wax tapers near by, caused her to say tearfully, "Ah! no; he won't need them where he's going." Gone Hi, but not for gotten.

Dr. Greenbones passed Farmer Lon Judd's barn the other morning, and of course they exchanged greetings "Mornin' Doc," said Lon. "What's up with you today?" "Curing patients, as usual," responded the doctor. "And how is it with you, farmer?" 'Curing terbacco, same's ever," drawlingly rejoined Lon.

Little 10-year old Joey Brown smoked his first genuine Havana last Wednesday. The hospital authorities state, with some reservation, that care and a good constitution will see Joey well, come Christmas.

Mrs. Trubbel and Mrs. Fitz, two of our South Main street residents, got into a heated argument Monday over the merits of their respective husbands, and it is possible future trouble may ensue as a consequence. "My Charley," said pretty Mrs. Trubbel, "is a very economical man and I can prove it, too. Now, Charley smokes, and so last Christmas I bought him a big box of lovely sixty cents cigars, and he's only smoked two of them for I looked in the box yesterday and know exactly how many's left." "Humph!" put in Mrs. Fitz, "my John's more saving than that. He came home the other night and said, 'Jane, here's a cigar Charley Trubbel gave me out of a box his wife gave him last Christmas. Soon's I saw it, Jane. I thought, well, I don't want to smoke it. So you keep it, Jane, and give it to the new minister when he calls.'" At last accounts the dominie was seeking another charge.

Good-looking Harry Kounter put his picture on the last brand of cigars he put on the market, and since then has received over twenty proposals of marriage, and goodness knows how many other kinds of offers, from fair unknown correspondents. As Harry is already married he will have to stop sending out his picture, emigrate to Utah or change his face.

Burglars visited the house of tobacconist Mudder Tuesday night, but made so much noise they awakened him. The burglars had a close shave. However, they did not lose anything of great value; the cheap wig Mr. Mudder succeeded in getting his hands on is scarcely worth fifty cents. His motto has always been "Welcome," and he cannot be blamed for not doing more for his unexpected visitors.

At the last regular meeting of the Youmerton Cigar Manufacturers the urbane president started to announce that Levatter Labiasuperiorisalliquinnassia would make an address, but ere he got through the gifted speaker's name the hour of adjournment arrived and the members went down to the depot to help Mr — well, you can have it—unload his name from two freight cars. He got in on the regular 6 30 p. m., and the rest of him on the 11 p. m. way freight, packed on ice.

Horace Rank has petitioned the court to permit him to change his name Mr. Rank wishes to enter the cigar trade and has a discriminating conception of the eternal fitness of things. "What's in a name" might give cigar sales a backset.

WM. WINN.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
Philadelphia:
The Comic History of Tobacco by Divers Hands is Chapter ..... My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter .....
Contributed by .....
Name .....
Street, ...
City ..... State .....

PATENTS RELATING to TOBACCO, Etc.

713,057 Tobacco-stemming machine; Andrew J. Bush, Kaufman, Texas.

713,399 Tobacco-tying machine; James W. Clark and A. L. Fisher, Janesville, Wis.

713,304 Tobacco pipe; Wm. Herrick, Chicago, Ill.

713,101 Tobacco hanger; Calvin R. Hosford, assignor of one-half to F. A. Burnham, and E. A. Kenyon, Hartford, Conn.

713,151 Match safe; Harry T. Randle, Clayton, Mo.

713,242 Tobacco pipe, John W. Rickert, assignor of one-half to J. C. Williams, South Milwaukee, Wis.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.

THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in

Leather Goods
and
Celluloid Signs

of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.

When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.
Epstein & Kowarsky, 351 Broadway, New York.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.
Local & Long Distance Telephone

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
JOHN A. SAUL,
CORRESPONDENCE SOLICITED — le Droit Building, WASHINGTON, D. C.

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Heischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Great Reduction in Price
550 Times Sweeter than Sugar
CLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Heaquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

LATE REVENUE DECISIONS.

Novelty Tobacco Articles Must Pay Tax.

An enterprising manufacturer of novelty goods stated that if not in violation of law he would make some jugs, barrels and other articles from tobacco, and sell the goods free of tax to dealers for advertising purposes. It was advised that a tax of six cents per pound is imposed on all tobacco, however prepared, manufactured and sold, or removed for consumption or sale, and that novelty packages could not be manufactured from tobacco free from this tax, and the application was denied.

Bonded Premises Must be Contiguous.

A collector presented the question whether a manufacturer may use and include in his bonded premises a building situated on a different lot from that on which the main factory is located, and provided a public street separated the buildings. He was informed that the bonded premises must be continuous and exclusive; that is, that one portion of the bonded premises must adjoin the other portion and be contiguous thereto, and the whole used exclusively for the manufacture of tobacco and for no other business, and that the premises as described in the statement, Form 36, must agree with the description in the bond, Form 40. It was also advised that the bonded premises may be divided by a street or other public way, provided the entire lot could be described by metes and bounds, which may or may not cross or include a public way; but that no warehouse, workshop or storage room separated from other factory buildings and located upon another lot not adjoining the first would be approved.

Tobacco Manufacturers' Bond.

A collector inquired whether the instructions printed on a tobacco manufacturer's bond has been modified with respect to the amount of the bond and the method that should be employed to fix the penal sum. It was advised that the instructions had not been changed, and that a tobacco manufacturer should execute a bond for whatever amount was fixed by the collector, who would not accept a bond for less than $2,000 nor more than $20,000 in any case; and that the additional security offered above $2,000 may be determined by the number of machines, presses and mills that would be used, and that the amount of the bond should be determined by the quantum of business proposed to be done by the manufacturer. It was further advised that if a collector finds in his office a bond for a sum less than would protect the Government in the collection of its revenues, he should require the manufacturer to execute a new bond for an increased amount, not to exceed $20,000, with the same sureties; and if with additional or new sureties, the manufacturer would be required to file an inventory on Form 70a (or Form 70b if a cigar manufacturer), to determine the state of his accounts and to fix the liability, if any accrued, on the old bond.

Leaf Dealers Can Not Sell Scraps.

A dealer in leaf tobacco complained that his collector had refused to issue special permits authorizing him to buy and sell cigar clippings and cuttings unless he would qualify as a manufacturer of tobacco therefore he appealed to the office for information. He was advised that no person other than a qualified manufacturer of tobacco or cigars could manufacture or buy and sell tobacco scraps, cuttings and clippings in bulk as material, and that this privilege was confined directly by statute to qualified manufacturers who could under special permit sell to each other their bi-products in bulk as material and without payment of tax and as provided by Regulations, No. 8, pages 8 and 9, made in pursuance of Section 3372 of the Revised Statutes. The Regulations, page 17, provided that dealers in leaf tobacco will not be privileged to buy refuse, scraps, clippings, cuttings or other bi products of tobacco or cigar factories, and will not have the right to manufacture fine cut shorts, scraps, cuttings or other manufactures of tobacco for the purpose of selling the same as material to manufacturers or other persons.

Leaf Tobacco Sold in Installments.

A dealer in leaf tobacco stated that on account of the manner in which he kept his personal books, showing sales of leaf tobacco which were delivered in installments, and paid for by cigar manufacturers as they received the tobacco, he would like to have the privilege of entering the total sale on his Book 59 at one time, although he would deliver the tobacco subsequently and on installments, as ordered and paid for. It was advised that it was not proper for a cigar manufacturer to charge himself on his Book 73 or report on his monthly return, Form 72, any tobacco which he had not actually received at his factory, and that a dealer selling leaf tobacco to a cigar manufacturer must enter on his Book 59 the actual quantity sold and delivered. Therefore that it was not permissible for the leaf dealer to enter on his book at one time the entire lot of tobacco to be set aside and delivered in installments as ordered and paid for, but that Book 59 should show the actual quantity of tobacco shipped from time to time and date of shipment.

Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

Sample Cigars Can Not be Sent by Mail.

A collector presented the question whether a cigar manufacturer could distribute through the mails unstamped small boxes containing one or more cigars taken from stamped boxes. It was advised that manufacturers are not privileged to make use of small boxes or subdivisions separately from the stamped package, and that all subdivisions must be cut off at one end, disclosing the number and the size of the cigars, and that such subdivisions must remain in the original stamped boxes until sold to consumers. It was further advised that all cigars must be put up in boxes containing 12, 13, 25 or other statutory number of cigars, each box to be properly labeled, branded and stamped. It was pointed out that the sizes 12 and 13 were intended as sample packages, authorized by section 32, act of October 1, 1890. It was further advised that every person, whether a manufacturer or a dealer, who sells, or offers for sale, or delivers, or offers to deliver, any cigars in any other form than in new boxes, properly packed and stamped, and containing a statutory number of cigars, would incur the liabilities imposed by section 3,392 of the Revised Statutes of the United States; but that this statute was not construed as preventing the sale of cigars at retail over the counter from boxes properly packed, labeled and stamped, but is intended to prevent any person, either a manufacturer or dealer, from soliciting orders or filling orders and delivering the cigars by mail in unstamped boxes or other packages; and that all cigars, whether of domestic or imported manufacture, found in the mails not properly packed, labeled and stamped would be subject to forfeiture.

Porto Rican Cigars Must be Stamped.

A collector, referring to the Regulations, Department Circular No. 81, relating to the collection of Internal Revenue tax on Porto Rico cigars and authorizing the sale of Internal Revenue stamps to owners and importers, asked whether cigar manufacturers in Porto Rico are required to give bond; and if so, if a copy of the bond must be filed in his office and whether the person who desires to purchase stamps must make application on Form 468, He was informed that a collector of Internal Revenue is authorized to sell stamps for the payment of tax on cigars brought from Porto Rico and delivered at any port of entry in the United States, and that any person may purchase stamps to be affixed, before shipment, to boxes of cigars manufactured in Porto Rico intended for sale in the United States without making any application on Form 468. It was advised, further, that if unstamped cigars are brought from Porto Rico and entered for warehouse or for immediate consumption on arrival, the Collector of Customs is required to issue to the owner or importer a requisition for Internal Revenue stamps on Form 471, which must describe the merchandise, name of the consignee, and the vessel and port from which the cigars were shipped; and that in no case was it necessary for a manufacturer in Porto Rico to file copy of his bond or other papers with the collector of Internal Revenue in the United States.

BUSINESS CHANGES, FIRES, Etc.

California.
Long Beach—W. H. Barrow, cigars, etc., sold out.

Illinois.
Galesburg—E. D. Clarke & Co., cigar mfgrs., Edward Clarke sold his interest.
Streator—A. D. Doerman, wholesale and retail cigars, dead, succeeded by Geo. A. Doerman.

Kentucky.
Greenville—R. Martin, of Martin, Reynolds & Co., Export strip and leaf tobacco, dead.

Massachusetts.
Cambridgebort—Aaron Lewis, wholesale and retail cigars, dead.
Worcester—Charles S. Zeeman, cigars, chattel mtge., $150.

Michigan.
Grand Rapids—B. J. Reynolds, wholesale and retail tobacco and cigars, succeeded by B. J. Reynolds, inc.

Missouri.
Kansas City—Western Tobacco Co., involuntary bankruptcy.

Nebraska.
McCook—A. A. Hackman, cigars, sold out to A. S. Kennedy.
Wood Lake—Plunkett & Day, cigars, dissolved, succeeded by Day Bros.

New York.
Jordan—James Higgs, cigar manufacturer, burned out.——W. W. Stocking, Cigar manufacturer, burned out.
New York City—Carlos Bendaham, cigar manufacturer, sold out by Sheriff.
Syracuse—George W. Dunkhorst, cigar manufacturer, burned out.

Ohio.
Cincinnati—Fred Fatthauer, cigar manufacturer, discontinued.

Pennsylvania.
Bethlehem—Henry H. Dash, cigars and tobacco, succeeded by Albert G. Connolly.
Reading—Central Cigar Co., not inc., dissolved.

Virginia.
Richmond—J. D. Patton & Co., tobacco manufacturers, supplies, succeeded by Neal & Binford.——Leon L. Strause, leaf tobacco, petition in bankruptcy.

Washington.
Spokane—Swingler & Jenks, cigars, sold out to Stearn & Peebles.——E. M. Tomlinson, cigars, succeeded by James. Allen.

Wisconsin.
Milwaukee—Nelson A. Jensen, cigars etc., bill of sale $375.——Monroe A. Burnet & Co., cigar manufacturers, succeeded by George Bercy.

JACOB G. SHIRK,
40 W. Orange St., Lancaster, Pa.
Wholesale Manufacturer Jobber
Plug and Smoking Tobaccos and Cigarettes
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
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Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
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"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS
VIRGINIA · PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

JUST SAMPLED and READY FOR SALE,

Six Thousand Cases

1901 Pennsylvania,

and

Four Thousand Cases

1901 ZIMMER, GEBHARD and DUTCH

The Best Packing we have Ever Put Up.

S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

DUNORO

HAVANA

CIGARS

T.J. Dunn & Co. Makers. Phila.

THE TOBACCO WORLD

Devoted to the Interests of Importers, Packers, Leaf Dealers, Tobacco and Cigar Manufacturers and Dealers.

ESTABLISHED IN 1881. Vol. XXII., No. 48 | PHILADELPHIA, NOVEMBER 26, 1902 | TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

The New Remedios, Santa Clara and Manicaragua are said to be the poorest grown in years.

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At Present Prices

Is a Good Purchase.

We have a large stock of Desirable Goods to offer.

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Successor to SCHROEDER & BON,

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HAVANA LEAF TOBACCO.

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VUELTA. LA RITICA TRADE MARK F.M. ABAJO.

TOBACCO.

CHOICE Manicaragua and LA UNICA SANTA CLARA TOBACCO.

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IMPORTERS,

222 PEARL STREET, NEW YORK.

PRINCIPE ALFONSO 193. HAVANA.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XLVIII.—ORLENKA'S WOE.

By Jos C. HEYMANN, of T. J. Dunn & Co.

Outside of Russia the fact most generally known about Peter the Great is that he studied shipbuilding in England and then went home and William C. Whitneyized the Russian navy, but in "holy Russia" many other stories that are characteristic of the greatest of all her sons are current. They say in Russia that Peter was so in love with Englishmen, and so contemptuous of the brains of all Russians—save his own, that he helped many a Britisher to get rich at the expense of the poor Russians, and that in one case he went out of his way to ruin a Russian in order to fill the pockets of certain Englishmen.

The man of whom the story is told was one Orlenka. Orlenka, so the legend goes, was the first dealer in tobacco at wholesale in Russia. He was a bright, energetic and enterprising merchant, but he was no courtier. Small wonder. Courtiers are rarely made of stay-at-homes, and in Peter's time, he—and those who had gone to foreign lands in his suite—were really the only traveled Russians. Peter loved English seafarers. Their tongues were as rough and as ready as his own; the toughest of them could drink almost as deep, and they all loved strong tobacco smoked in well-seasoned clay pipes, just like the Czar. Peter was fond of work, but after hours he loved to drink and smoke. Of evenings, in his frame house in St. Petersburg—no palace in any sense—he was wont to gather his English boon companions about him. Toss-pot though he was, he loved chess—the abstemious man's game—and played it well. The antagonists played in absolute silence, and saluted one another after each move with blinding whiffs of tobacco smoke. It wasn't a particularly nice thing to do, but it was Peter's way.

Well, the Czar bullied his subjects, built his ships, founded his dynasty, and left behind him one of the great names of history, so I guess his personal habits don't cut much tobacco, after all.

And just about the time Peter was doing all these spectacular things the poor Russian tobacco merchant, Orlenka, was in the hardest kind of luck, and was making bad worse by howling about it. And his friends and relations, and, heaven knows, every Russian has relations enough in all conscience, were helping him all they could. Their grievance was natural enough, and it was national at that. All the same they would better have kept quiet tongues in their Russian jaws Their complaint was this: The Czar had given a concession to deal in tobacco in his dominions to an association composed of a number of his English friends He hadn't decreed that no Russian should deal in tobacco in Russia, but Orlenka chose to say that he had been ruined by the Czar's action, and his followers repeated the story—with variations.

MR JOS C. HEYMANN.

Orlenka tore his hair and swore he was ruined. Nevertheless, he opened his place of business every morning and at night hid his takings under a stone by the fireplace, and next day repeated the performance, and so on for a long time. Notwithstanding which he told everybody that his "little father," the Czar, had ruined him. It seems to me that I have heard other tobacco merchants, and they weren't Russians either, talk just like that

Unfortunately, Orlenka overdid the business One day there came into his warehouse a strapping big chap dressed in sheepskins just like a Russian peasant, and with mud up to his middle It was Peter himself, who was notoriously fond of going about in disguise; but the luckless Orlenka didn't know that, and he treated his visitor with the same lack of consideration he was in the habit of dealing out to other members of the lowest social order in Russia.

The all knowing Czar bought a copeck's worth of Orlenka's tobacco, filled his pipe, lighted it, and then turned in a fury upon the hapless tobacco merchant:

"Dog, and brother to dogs," he shouted in the mightiest voice that has ever thundered into Russian ears, "so this is the poison the children of the Czar get at thy hands. This, tobacco! By all the ikons of all the saints, but thou art a thief and a rogue, and an enemy to the Czar."

From words, Peter proceeded to acts. Seizing Orlenka by the nape of the neck he literally wiped up the floor of his own shop with him. He smashed every pipe in the merchant's stock, and piling into one heap every pound of tobacco in the place set fire to it.

The trembling Orlenka, by this time, had guessed the identity of his terrible visitor, and with blanched cheeks, shaking limbs and eyes round and lacklustre with dread and apprehension, looked on in speechless amaze. He didn't even protest when the Czar uncovered his hoard by the chimneyplace and put it into his own pocket.

But this was the limit of Peter's grim joke. The next instant he poured all the money into Orlenka's lap and topped it with a fat purse of his own goldpieces.

"Thou hast had thy punishment," he said. "Now for thy reward: one of my ships sails for America tomorrow. Thou art to proceed in her to that country for the purpose of studying tobacco. Thou art to return in two years. My land is for mine own people, but such tobacco as thou hast heretofore sold is fit only for mine enemies. While thou art gone the English may sell their tobacco to my children, for it is good tobacco, but after thou returnest thou shalt take their place."

Peter extended the back of his powerful fist to Orlenka who dutifully kissed it, and then with a guffaw that shook the merchant almost as rudely as his curses had previously shaken, him, turned his back and went home.

But from the incident just narrated dates the beginning of the home industry in tobacco in Russia.

—

Next Week—Chapter XLIX.—Tobacco Acorns, by Stanley J. Winget, of the Winget Machine Co.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia.

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John T. Dohan. SELECTED D & T VUELTA ABAJO Wm. H. Dohan.

FLOR de D&T

DOHAN & TAITT,

Importers of Havana and Sumatra

D & T

Packers of Leaf Tobacco VUELTA ARRIBA *107 Arch St. PHILADA.*

Established 1825

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IMPORTERS OF

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Importers of

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Packers & Dealers in ***LEAF TOBACCO***

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Importers of **Sumatra and Havana** AND Packers of **Leaf Tobacco**

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SUMATRA and HAVANA

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211 N. THIRD ST., PHILADELPHIA. *Packers of Seed Leaf.*

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BREMER BROS. & BOEHM, IMPORTERS, PACKERS and DEALERS in **LEAF TOBACCO**

No. 119 North Third Street, PHILADELPHIA.

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY, BY

TOBACCO WORLD PUBLISHING CO

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Advertising Rates on Application.

Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

Correspondence upon all subjects of interest to the trade is cordially solicited, regarding any branch of the business, and only such portions as are evidently intended for publication will be printed. Communications must be accompanied by the full name and address of the writer.

Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers. Address

TOBACCO WORLD PUBLISHING CO.
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NOVEMBER 26, 1902.

Helps to Manufacturers.

In the manufacture of nickel cigars—a class of cigars which will always engage the best efforts of the largest manufacturers—it is the combination which counts. Attractive advertising will assist in introducing the goods and in smoothing the path of the salesman, but it is the combination in the cigar which must be relied upon to hold the market. It is a noteworthy fact that the public taste in nickel cigars is sectional, i. e., a cigar which will please New York may have a hard row to hoe if placed in Philadelphia or Boston or Chicago, and vice versa. Each of the big sellers among the well known nickel brands appears to have its own public, and newcomers are invariably received with coldness and sometimes with suspicious ill will. We all know, even as to the very greatly advertised nickel brands, that the manufacturers lay stress upon one brand in one section, upon another in another, and so on. And the sectional taste of the public appears to be pretty steadfast. A nickel cigar once accepted, say in St. Louis, may always count upon holding its own in that territory if only the manufacturer understands his business.

The nickel cigar may be said to be purely an article of blends. Its chance of success is all the better, of course, if its filler actually contains some really good Havana, but the man who should say that it is absolutely indispensable that a nickel cigar should contain genuine Havana would be instantly sat down by cigar salesmen as an ass, for the simply reason that several of our domestic types of cigar leaf, if old and well seasoned, give to the average smoker of nickel cigars precisely the same satisfaction that a moderate quantity of low priced genuine Havana in the filler would yield. You know we managed to do absolutely without Havana even in our tencent cigars, and also, it is whispered, in some "clear Havana" brands for many months during the late American-Spanish war. The public was "on to" this little game and treated everybody with the most indulgent kindness. That same public knows perfectly well there is no Havana tobacco whatever in many a so-called "Havana filled" nickel cigar. It tolerates all such allegations but is not deceived by them. The public regards it all as a little joke in which it is itself a partner.

It is no disparagement to the average manufacturer of nickel cigars to say, and certainly none is intended in saying it, that the leaf salesmen who call upon him in the performance of their duties know vastly more about how different types of domestic tobaccos will blend to produce satisfactory results than he knows. If these leaf salesmen didn't know these things they would be of little value either to their employers or to their customers. One leaf salesman informs the Tobacco World that he has found the following combination successful in producing an excellent nickel cigar: A fine old Onondaga B tobacco mixed with an equal quantity of old Pennsylvania broad leaf B tobacco, a Wisconsin binder and a Sumatra wrapper.

Leaf salesmen are invited to communicate with the Tobacco World on this subject. Let us see if we cannot be of help to the manufacturer.

A Cigarette Fiend.

Paul Woodward, the convicted Camden, N. J., murderer, said to a visitor, a day or two ago: "I have smoked 2,860 cigarettes since I came into this jail on October 4 I have kept track of the books of cigarette papers I have used and that is the exact total. Isn't that right, Ed?" he said to the turnkey.

"That's so, Paul," said the officer.

An excessive quantity to smoke, of course. The young man would have been far better off mentally and physically if he had smoked good cigars in moderation.

Cigars are never smoked to excess like the "white sticks."

DOTTS & KEELY,

Importers and Packers of

Leaf Tobacco

No. 148 North Second Street, PHILADELPHIA.

HIPPLE BROS.

Importers and Packers of and Dealers in **Leaf Tobaccos**

136 North Third Street

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Our Retail Department is strictly up to date.

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Importer, Packer and Dealer in ***Leaf Tobacco***

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SUPERIOR GRADES

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Sumatra, Havana and Domestic

TOBACCO

WHOLESALE AND RETAIL,

B. Liberman, 242 North Third Street, Philadelphia.

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LOUIS BYTHINER,

Leaf Tobacco Broker and Commission Merchant. **308 Race St.** PHILADELPHIA.

Long Distance Telephone, 4048 A.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

LIPSCHUTZ'S "44" Cigar
The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

GRAULEY'S **Golden Rule** 5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Pent's **TAHOMA** FIVE CENT CIGARS
PENT BROTHERS, Manufacturers, PHILADELPHIA.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S **Cinco** Philadelphia. Cigars

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

Our Faculties for Speech
are such that we could talk to you by the hour on the Quality of our Product, but then, many of you know the
LADY MAR, WYOMING ELK,
AND OUR OTHER BRANDS,
and, of course needless to say, need no urging to buy again.
We want the fellow that don't know about them to try one.
We will gladly furnish the cigar, and—Have Another?
PENN CIGAR COMPANY,
723 Chestnut Street, READING, PA.

GUMPERT'S **MANETO**
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

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B. F. ABEL, Hellam, Pa.
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

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A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

THE TRUST AND THE TRADE.

[Under this caption The Tobacco World proposes to publish a series of signed articles by members of all classes of the tobacco trade. The discussion will be kept entirely free from rancor, while it will at the same time be perfectly candid and fair to all parties concerned.

II.—Gulliver and the Liliputians.

By MAX MEYER, of Meyer & Mendelsohn.

The trust Gulliver, from all accounts, has not had things quite all his own way since first he set foot upon the Isle of Liliput. You remember that the Liliputians tied their giant visitor down with innumerable threads. Well, that, to my thinking, at any rate, is the situation as to the trust Gulliver and his smaller competitors in the cigar manufacturing field. He could easily finish any one of them at one mouthful, but they are like gnats or mosquitoes in summer time—too numerous and too spry, and so they torment Gulliver while at the same time each one prospers for himself.

It is said to be the declared purpose of the tobacco trust to monopolize the cigar business of the United States, but this, it can never do, in my judgment, firstly because the general public will not permit it, and secondly because its difficulty is precisely that of Gulliver—its small competitors are too numerous to be killed off or overcome. I am reminded that the tobacco trust succeeded several years ago in its undertaking to get what practically amounts to a monopoly of the plug business. But here Gulliver was fighting with chaps somewhat of his own size, and he overcame them one by one as was inevitable considering the length of his purse and the reach of his arm; or, to change the metaphor, the sea simply swallowed up the rivers. But to discuss the chances of the trust's getting a monopoly of the cigar business we will have to put the trust back into Mr. Gulliver's clothes. The sun is shining on the island of Liliput, and up to date the only gloomy face there is that of Mr. Gulliver, who has squandered his millions and who is farther from his ambition than he was at the beginning. The little chaps are as chipper as they were before, and now, behold, their brethren, the retail tobacconists, who are smaller even than they, and still more numerous, are coming to their assistance. The stings these hosts of little enemies are inflicting must burn in many a spot on poor Gulliver's carcass.

Whether the United Cigar Stores Company is or is not an arm of the tobacco trust is known best at trust headquarters, but I think there can be no question that the United Cigar Stores Company is a hostile and unfair competitor in New York city and wherever else it has opened stores. If two men of equal physical powers engage in fisticuffs on the sidewalk a crowd will immediately surround them and watch the scrap, but if a big man were to begin kicking a little child the first impulse of the onlookers would be to cry "shame," and the second to wipe up the sidewalk with the ruffian. To my eyes the struggle between the United Cigar Stores Company and the small retailers is just like an attack of a man upon a child, and I think an equally clear conception of this fact by the public may be depended upon to check the aggressiveness of this corporation. The public won't stand for it, as the slang of the day has it.

MAX MEYER.

Sumatra Coverings Not Dutiable.

In the United States Circuit Court in New York on November 18, Judge Townsend handed down a decision on the protest of Laverge & Schneider against paying duties on the wooden crates used by them to cover their Sumatra.

The Court sustains the claim of the importers that boxes used as coverings for Sumatra tobacco are not subject to an additional duty as prescribed in Section 19 of the Act of June 10, 1890.

The boxes were classified for duty at 35 per cent. ad valorem under the provisions of paragraph 208, Act of 1897, on the ground that they were unusual coverings. Judge Townsend says in his opinion that while the coverings are not the usual ones for imported tobacco there is no evidence that such boxes were designed for use otherwise than in the bona fide transportation of tobacco.

Laverge & Schneider, and other protesting importers, will obtain a refund of all the duties they have paid on these wooden boxes, and in future such boxes will be imported free of duty, provided the Treasury Department accepts the judgment of the court in the Laverge & Schneider case and takes no appeal. In the latter event, the case will go to the U. S. Circuit Court of Appeals

Laverge & Schneider were represented by Frederick W. Brooks, Customs Revenue Attorney, of 27 William street, New York.

ESTABLISHED 1844
H. UPMANN & Co.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

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Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & Co.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110
NEW YORK OFFICE: 168 Water St HAVANA.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

The Only Impolite Smokers

POUGHKEEPSIE, N. Y., Nov. 22. 1902.

DEAR MEDICINE MAN:

What people is it who are said to be the only impolite smokers?

ANGELO CRAVEN.

Answer

The Servians. All travelers agree that the Servian is the only smoker on earth who will respond to a request for a light with gruffness or take a light without returning thanks. Yet I have personally known some Servians engaged in the business of retailing cigars and tobacco who were and who are among the most courteous of men.

Those who dislike the Servians, for one reason or another, are in the habit of alleging that because the herding of swine is the one great source of wealth in Servia, the pigs of that country have communicated their own bad manners to the rest of the population. This, of course, is mere sarcasm. There is, nevertheless, some solid ground for the accusation of impoliteness against the smokers of Servia. For in stance, the late Theodore Child in his delightful book, "Summer Holidays," gives the following picture of an actual incident on board the steamer Ferdinand Max on one of her trips down the Danube in 1889. "There is a group of Servians who are drinking and talking politics with fury, shouting and stamping like maniacs. Another Servian, reclining at full length in the saloon, where the table is laid from morning until night, and where somebody is always eating or drinking, calls ferociously for a cigar. The waiter brings a 'Virginianer,' and, pulling the straw out half-way, he presents it thus to the young pasha, who takes it lazily, and lights it without a word of thanks to the slave."

***

Turkish Meerschaum.

Meerschaum, which is extensively utilized for the manufacture of pipes, is almost entirely confined to Turkey The meerschaum can be mined by any person at Sari-Sou, Sepetdje, Gheikli, and Menlou, on payment of five pias to the administration of mines, the cost of a permit. The mines at Sari Sou are situated at a distance of about seventeen miles to the east of Eskichehir

The pit at Sari Sou was opened twenty years ago, but to day there are 8 000 mines opened, of which however, only 2,000 are worked, the remainder having been abandoned. Some 4 000 miners work these mines, and every Friday a market is held at which they dispose of the blocks of meerschaum they have extracted during the week. For the accommodation of the workmen some 1,000 huts have been erected.

At Sepetdje, about eighteen miles to the northeast of Eskichehir, there are some 20,000 pits in a space of six miles, of which only 150 are worked, all the others being exhausted. It is said that these mines were opened 1,000 years ago, which is not incredible, as it is well known that magnesia was formerly used for many purposes other than the fabrication of pipes. Moreover, fuller's earth used to be worked on a vast scale by the ancients. The meerschaum mines are worked by some 500 miners, who live in the surrounding villages. At Gheikli, in the neighborhood of Sepetdje, there are 3,000 pits, of which only 100 are worked, giving employment to 400 miners.

The only place where the administration of mines authorized meerschaum to be extracted is Menlou, and here there are only twenty pits actually worked by a hundred workmen. The working of these meerschaum deposits called the Eskichehir mines which formerly were actively worked, is reduced to 1,770 pits, giving employment to some 5,000 miners, the greater proportion of whom are Kurds and Persians. These deposits are worked on the following primitive systems: A foreman or ganger, having from two to fifteen men under his supervision, having pegged out a piece of ground, generally a metre wide, a pit is sunk until a red, clayey earth, which is the first sign of the existence of magnesia, is reached. Sometimes this is reached at a few metres from the surface, but as a rule the miners have to dig down some twenty metres, and often forty and even to sixty metres, before reaching the red earth wherein the meerschaum is disseminated in kidney and other irregular forms The volume of these blocks seldom exceeds thirty to forty cubic centimetres, the greater part of them being the size of a walnut or small apple. On reaching the gangue containing the strata of magnesia the miners drive horizontal shafts through the red clay. This, however, is no easy matter, as they cannot detach or pick off more than fifty grammes of the clay at a stroke

Some of these galleries are no less than a quarter of a mile in length, and it sometimes happens that owing to these being pierced at random different gangs meet under ground. They work night and day, the galleries being lighted with petroleum. After a certain quantity of blocks have been extracted, the meerschaum, still enveloped in its gangue, is drawn out of the pit and stacked in the miners' barracks. These blocks are bought by the manufacturers of Eskichehir in job lots every Friday, and there are some one hundred and fifty persons who regularly attend these markets. The meerschaum is then taken to Eskichehir, where the blocks are cleaned, the operation consisting of scraping and cutting the blocks with a sharp instrument or knife, the meerschaum being still soft and easily cut into any shape or form. Over 1,100 persons are occupied in cleaning and shaping these blocks, which, after being thoroughly cleaned, are separated into four classes, according to the size and quality. These blocks being ready for sale, a bargain is struck between the pipe manufacturers and the commission agents and merchants at Eskichehir, of whom there are about a dozen. The latter then pack the blocks of these four classes with very great care into boxes of equal size, each block being wrapped in cotton to avoid any friction or shock between the pieces. The actual annual output of these mines varies from 120 to 150 tons. The Eskichehir meerschaum is very highly prized in Europe on account of its superior quality, and these deposits, notwithstanding that they have been worked for centuries, are still considered to be inexhaustible.

***

The Rubaiyat of Omar Khayyam, Jr.

READING, PA., Nov. 21, 1902.

DEAR MEDICINE MAN.

Please give me the names of the author and publisher of the Rubaiyat of Omar Khayyam, Jr. W T.

Answer.

The author is Wallace Irwin, and the publishers are Elder & Shepard of San Francisco. The book is very jolly and should be in the collection of every lover of tobacco. The price at which it is published is fifty cents. THE MEDICINE MAN.

American Cigar Co. Raises Wages.

The seven thousand employes of the American Cigar Company in Philadelphia have received an advance in wages that averages 15 per cent. Their employes live mostly in Philadelphia and Camden, the largest number working in the factory at Tenth street and Washington avenue.

The daily newspapers which state that the American Cigar Company in voluntarily granting this advance is following the example set by the Pennsylvania Railroad Company are in error, for the fact is the American Cigar Company's allied corporation, the Continental Tobacco Company, was the first of the great employers of labor in the United States to voluntarily raise wages. This it did over six months ago, with very satisfactory results.

Prof. Lindsay on Porto Rico Tobacco.

In the course of a lecture recently given before the students of Wharton School, U. of P., Samuel McCune Lindsay, U. S. Commissioner of Education, of Porto Rico, said:

"Aside from one valley in Cuba, the tobacco grown in Porto Rico is as good as that produced anywhere in the West Indies. Heretofore it has not been properly cured, but now they are producing lighter wrappers, and the demand for the product is increasing in the United States."

Prof. Lindsay predicts a bright future for the island.

Should Smoke Cigars.

Excessive cigarette smoking is said to have had much to do in influencing 17-year-old Martin Herrin to attempt suicide by inhaling illuminating gas. He was found unconscious at his home on North Second street, Philadelphia, November 18, but was sent to a hospital and will recover.

Flogged the Mayor.

Francis Milan, mayor of West Tampa, according to Tampa advices, was decoyed into the woods last Saturday by alleged "Kuklux-ers," severely beaten and then deported to Key West. Milan, it is said, was so treated because he interfered in labor troubles. He returned home Sunday, and will institute criminal proceedings against his persecutors.

Contentment.

Give me a pipe and give me a book,
An easy chair in the ingle nook,—
What though the storm blow high?
Contented and happy am I.

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F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Drascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270.
Cable: ZALEZGON. **Habana.**

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

J. Bernheim & Son's Big Sale

HAVANA, November 15, 1902

The Havana market for the week ending November 15 has been more active again, and sales in the city foot up 5 050 bales, although if country purchases were added fully fifty per cent. additional business might be reported. Partido factory vegas were mostly in demand, and the market has now been almost swept bare of this tobacco, as the few remaining scattered lots here and there play no role whatever. According to the statement of one of the principal buyers of one of the big syndicates, Vuelta Abajo factory vegas have also disappeared from the market, therefore what now remains consists principally of Vuelta Abajo and Remedios fillers, yet if any of the northern buyers are less particular, as regards colors and fineness of texture, they may still find some Vuelta Abajo and Semi-Vuelta factory vegas to help them out in case of need, although the time to pick the cream has gone by for this season. While prices for Vueltas are high, Remedios has been going begging, and buyers had everything in their favor. Whether, however, a reaction may not set in when the demand increases later on is an unsolved riddle. The above mentioned 5,050 bales can be divided into 2,000 bales Vuelta Abajo, 2,000 bales Partido, and 1,050 bales of Remedios, while as regards destination United States buyers took fully 4,050 bales, Havana cigar manufacturers 750, and Europe 250.

The 1903 Crop.

From the Vuelta Abajo come reports of more damage; in one locality the vegueros have lost their plantings three times in succession, and still, if their money or credit lasts, they will make a fourth trial, thus demonstrating the indomitable pluck these poor people possess. Matters in the Partido district are not quite as bad, and Don Luis Marx, for instance, will begin topping his saved portion of early plants in Alquizar next week, while Don Adolfo Moeller will complete the transplanting of 3,000,000 matas next week upon his plantations, "Hevia" and "Iberia." Eye witnesses say that the plants set out previously are growing splendidly under cheese cloth, and will undoubtedly yield a handsome return to this enterprising planter and merchant. Other houses of Havana who also own farms in Guira de Melena township, like G. Salomon y Hnos., who control the "Favorita," Neuhaus, Neumann & Co., who own the "Gloria," are busy transplanting, and Jose Menendez is likewise setting out plants upon his farms in Caimito. Seedlings are quoted from $2 50 to $4 per 1,000, therefore only the well to do planters can buy at these figures, while the poor vegueros will have to wait until prices decline again later on, and thus lose valuable time.

Arrivals in Havana.

Edward A. Kerbs, of the United Cigar Manufacturers, H. W. Cobb, of the American Cigar Co., Don Avelino Pazos, of A. Pazos & Co., New York, and also of Jose Santalla & Co., Havana, A. Winterburg, of New York, Louis Kuttnauer, of Louis Kuttnauer & Co., Detroit, Mich., C. C. Rosenburg and Mr. Shutan, of Philadelphia, of the well-known El Provedo cigar factory of Tallahassee, Fla., Bernardo Fernandez, of Milwaukee, Wis., and F. Morris, of Morris & Elkan, important cigar importers of London, Eng.

Departures.

A. and Sam Bijur, of I. Bijur & Son, and Max Stern, of Lewis Sylvester & Sons, both of New York. C. C. Rosenburg and Mr. Shutan will leave on Tuesday for Tallahassee, Fla., via Tampa.

The Strike.

The threat of the cigarmakers to extend the strike has not materialized yet, although the Flor del Todo and Lord Beaconsfield factory of Segundo Alvarez & Co. is said to have been affected by their men leaving their tables. The Havana Commercial factories are still idle, but all other factories are working with full forces. Various labor unions in Havana have agreed to a sympathetic strike to support the cigarmakers. It is said, however, that through lack of funds the men may be compelled to come to terms. Exports by the steamer Mexico amount to 2,500,000 cigars, and it is stated that the full effect of the strike may be felt more next week, in so far as the closed factories had still some stock on hand unpacked, which they have been able to deliver to their commission houses for export. H. Upmann & Co. have shipped 1,000,000 cigars, Bridat, Mont Ros & Co. 400,000, Neuhaus, Neumann & Co. 300,000, Don Carlos Blasco 200,000, principally of his own brands, Vitalia and Reina del Prado, and others in proportion.

United States Cigar Manufacturers and Leaf Dealers.

El Provedo cigar factory, of Tallahassee, Fla., secured an extra lot of tumbadero factory vegas, nearly 700 bales, through their Mr. C. C. Rosenburg and Mr. Shutan. Although the price paid for it was very high, still they had to have the goods, and when it became known that the lot was gone they could have resold it here at once with a profit.

Bernardo Fernandez, of Milwaukee, Wis., purchased some choice tumbadero wrappers (reserved for them previously) and Vuelta Abajo fillers, amounting to 300 bales.

J. Friedman & Co.. of Chicago, purchased up to 1,000 bales of Partido and Vuelta Abajo factory vegas and Remedios, partly direct from the packers in the country.

Lewis Sylvester & Sons have bought through Max Stern about 2,000 bales of old and new Manicaragua and Remedios tobacco direct from the packers in the country, and about 500 bales additional in the City of Havana.

Doings of Havana Houses for the Week Ending November 15, 1902.

J. Bernheim & Sons report having made the biggest sale this week that had ever been made by a single firm in the island of Cuba. While further particulars are withheld, it is believed that it refers to 7,000 bales of Remedios taken by a New York manufacturing concern, presumably the United Cigar Manufacturers.

American Cigar Co. has shipped over 2,000 bales of old tobacco to the United States during the last two weeks, and now is getting 5,000 bales more ready to be exported north. After this is done it will still have 3,000 bales of old tobacco left here in warehouses, and 4,000 new Partido and 7,000 bales of new Vuelta Abajo. Mr. Lozano, the buyer for this concern in Havana, has the idea that later on prices might decline, and for this reason is holding back in making further purchases, but may he not be mistaken? Time will tell; at present everything seems to favor the dealers here.

Garcia & Co.—Don Manuel Garcia has returned from his trip to the country highly satisfied with their buyer, Praviano's purchases, and while yet in the Vuelta Abajo cables reached him to continue buying for their customers, thus proving conclusively that the latter must have been highly pleased with the selections made of this year's crop by Don Manuel. Further details of the extent of his purchases or sales made are, however, withheld.

Louis Kuttnauer is said to have acquired already some 400 bales of Vuelta, Partidos and Remedios tobaccos.

STATISTICS SHOW
A. COHN & CO.
import the largest quantity of Sumatra Tobacco
CONSEQUENTLY
THE MOST COMPLETE LINE
CONSEQUENTLY
THE SUMATRA HOUSE
Prices always reasonable. Write for samples to
A. Cohn & Co., 142 Water St., New York

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE F-R-E-E WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.

Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WISCONSIN, U. S. A.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO, 56 5TH AVE. J. N. WIDDIFIELD, Mgr.
SAN FRANCISCO, 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.
NEW YORK.

Bridat, Mont'Ros y Ca
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH NEW YORK.

H Upmann & Co. bought 250 bales of Remedios for export to Germany.

Rabell, Costa & Co. sold 300 bales of choice Vuelta Abajo to Havana factories.

Bridat, Mont Ros & Co. purchased 1,200 bales of various kinds of tobacco for their customers.

Ramon, Cifuentes & Co. disposed of 600 bales of extra fine Vueltas to city cigar factories and to northern manufacturers

Leslie Pantin has been as busy as he could be this week, although his purchases for the week amounted to only 500 bales; still other transactions are pending

Jose Santalla & Co —This old established firm (although according to Spanish law a firm must always contain the name of the partners, or one partner at least, in the style, and for this reason there are such frequent changes in the commercial firm names) consists of Don Jose Santalla and Avelino Pazos The former has been connected with the business for thirty-six years and he is still as active as many a man of forty years of age. Only two days ago he went to the country riding on horseback from morning till night, in order to pick up the coveted 500 bales of Partido tobacco from various farmers, and he succeeded in closing up this transaction. Don Avelino Pazos, the junior partner, has only been in the firm of Jose Santalla & Co. for the past five years, although he counts his experience with fourteen years devoted to the study and handling of the incomparable Cuban leaf, and as he is the senior member of the well-known firm of A. Pazos & Co., of New York, United States readers hardly need to be told anything about him, as he is well known as far West as the Rocky mountains, South as far as Tampa and Key West and North and East up to Canada and the Pine Tree state. Having been brought up in Cuba, although a Spaniard by birth, who talks English as fluently as anyone, he not alone knows all about tobacco raising and handling of the leaf, but he is also a thorough salesman who can talk convincingly to the buyer, demonstrating the virtue of the leaf. During a short stay of only eight days, he sold some four hundred bales of Partido and Remedios tobacco, and he intends to spend the winter months in Havana to attend to the wants of the numerous clientele of the house of Jose Santalla & Co. That this house still possesses some of the finest Vuelta Abajo, Partido and Remedios is no secret.

Cano y Hno sold 300 bales of Partido and Vuelta Abajo.

Jorge, P. Castaneda & Co.—Don Ignacio Castaneda is still in the Vuelta Abajo looking after their vegas there, and upon his return may spend some time in the tumbadero district supervising the plantations owned by them.

G Salomon y Hnos. closed out some 150 bales of Partido and Remedios to several of their northern friends

V. Diaz & Co. sold 450 bales of Remedios to a northern buyer.

Miguel Gutierrez y Gutierrez disposed of 700 bales of tumbadero tobacco.

A M Calzada & Co. shipped 200 bales of Partido and Vuelta Abajo.

Aixala & Co. sold to various parties 250 bales of Partido, Vuelta Abajo and Remedios.

Jose Menendez had no trouble to find a purchaser for 300 bales of Partido

Bruno Diaz & Co. closed 150 bales of Partido wrappers to factories here, and a wrapper vega to one of their United States friends.

Walter Himml was the seller of 150 bales Vuelta Abajo and Remedios to some of his northern customers.

Remigio, Lopez & Co.—Don Remigio, upon his return from the eastern end of the island, found a buyer for 100 bales of Vuelta Abajo fillers.

L Friedman & Co. sold and shipped 150 bales of Remedios to the United States market.

Arguelles y Busto sold 150 bales of Vuelta Abajo to city manufacturers.

Arrivals of tobacco from the country have fallen off considerably, as demonstrated by the following figures, viz:

	Week ending Nov. 14. bales	Since Jan. 1. bales
Vuelta Abajo	3,088	167,062
Semi Vuelta	328	11,802
Partido	467	57,123
Santa Clara and Remedios	932	116,005
Matanzas	—	77
Santiago de Cuba	15	145
Total	4,830	352,214

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Sumatra Smugglers Caught.

An attempt at wholesale smuggling of tobacco from the Phœnix liner St. Nicholas, lying at Sixth street pier, Hoboken, resulted on the night of November 21 in the arrest of five men as they were unloading 1,000 pounds of Sumatra tobacco from a yawl to a truck at the foot of Fourth street, Hoboken.

One of the men arrested was overheard talking over a telephone in a Hoboken saloon ordering a truck to come from Manhattan to meet a sloop loaded with goods. Two boats had set out from New York, he said, and one of them was overturned.

The men arrested described themselves as Alphonse Sutter, 30 years old, of 9 Ocean avenue, Brooklyn; Henry Heikman, 50 years old, a sailor of the North German Lloyd liner Kaiser Frederick der Grosse; Rosken Burg, 21 years old, steward on the same ship; William McCormick, 29 years old, a brassworker, of 811 Washington street, Manhattan, and Israel Reiner, a truckman, of 81 Sheriff street, Manhattan.

Jno. R. Williams Back.

John R. Williams, of the John R. Williams Co., who has been in England since June last, returned to New York on the steamer St. Paul, on November 22.

While in London Mr. Williams closed a large contract for the machines manufactured by his company, with the Salmon & Gluckstein Co., the largest cigar manufacturers in England.

M.H Bekkedahl in New York

M. H. Bekkedahl, a well known leaf packer of Westby, Wis., was in New York last week.

James B. Duke Returns.

James B. Duke returned from his long stay in England, on the Kaiser Wilhelm der Grosse, on Nov. 25

The U. C. S. Co. in Texas.

The United Cigar Stores Company has secured nineteen retail cigar stores on what is called the "Texas circuit."

J. Edw. Cowles' Latest.

J. Edward Cowles, cigar department manager for Austin, Nichols & Co., of New York, is introducing his Town Talk nickel cigar in one of his usually happy ways. A fish of glazed transparent paper is given to the smoker. Placed on the palm of the hand the paper fish does stunts which are amusing and pleasing. Most smokers take the fish home and give them to the children who instantly explode into shouts of mirthful laughter.

October's Amazing Output.

The total output of cigars, paying the $3 internal revenue tax, during the month of October, 1902, was 628,881,303. The magnitude of this production is amazing, even if we do bear in mind that it includes all "little cigars" which weigh over three pounds to the thousand.

But here is the puzzle: find the leaf importer, packer, or jobber who will admit that his sales of leaf during recent months have been of a size commensurate with the obvious needs of the manufacturers who have produced these 628,881,303 cigars.

And here's another little puzzle: It is estimated that, at the present day, at least 20,000,000 pounds of scraps and cuttings from domestic cigar leaf tobaccos are utilized every year in the production of such brands of smoking tobacco as Polar Bear, Day and Night, Mail Pouch and others. The manufacturers of such smoking tobaccos, it is said, pay for such scraps and cuttings they use from 8 to 9 cents a pound. Are the men who buy these brands educating themselves to be cigar smokers through the taste for cigar leaf tobaccos thus engendered, and is it because of the consumption by them that the increase in production shows such marvelous growth?

New York Leaf Market.

As an addendum to the foregoing eyeopening questions The Tobacco World has to record that during the week ended November 22, its reporters were told that business in the New York Leaf Market was quiet! Not quiet everywhere, because some hustling houses did admit that they were doing a satisfactory business, but quiet enough to justify the use of the exclamation point at the end of the sentence which precedes this one

An interesting item of information for all users of Pneumatic Suction Rolling Tables will be found in the decision sustaining the claim of John R Williams against Isadore Liberman, as found displayed on another page of this paper.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
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I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more—but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Gervasio 144-146, Havana.

JOSE SANTALLA Y CA.

Almacenistas de Tabaco en Rama

164 Front Street, NEW YORK. **AMISTAD 94, y SAN JOSE 1, HABANA.**

CABLE: TALLASAN.

Register Your Trade Marks with The Tobacco World.

Union Coupon Co.

The Union Coupon Co., of 1389 Broadway, which is said to be backed by the H. B. Claflin Co., has begun business in New York city. The Union Coupon Company sells its coupons, the fractional ones having a value of one quarter of a cent each, to retail cigar dealers in Greater New York, Jersey City and Hoboken. Following is a fac simile of one of these fractional coupons:

UNION COUPON CO.

DISCOUNT COUPON

No. 3503

The Coupons are given with every purchase. When you get five exchange them at your dealer's for **Valuable Discount Bond,** which will be honored at the Store of the

ADAMS DRY GOODS CO.,
6th Ave., 21st to 22nd Sts., N. Y.,
for any merchandise you may select.
UNION COUPON CO.

On Monday last the Jeffries Co., was giving away these coupons in its stores at 1 Park Row and 81 Cortlandt street, and Sam Ballenberg was distributing them in his three stores—at 1389 Broadway, at Broadway and 34th street, and at Sixth avenue and 42d street respectively.

The Union Coupon Co., is engaging salesmen to place its coupons with retailers.

The Holiday Number of the World.

The Tobacco World will issue a special holiday number on or about the 30th of December, and in point of beauty, interesting and valuable reading matter and fine half tone illustrations it will be the best ever published by a tobacco trade paper house. For some time past a competent force of writers and illustrators has been busy preparing articles and illustrations for the special number, and of course the advertising department is also receiving close attention. An unusually large edition will be printed and indications are that the holiday number will be found in the hands of readers in all part of the world. Be sure and secure a copy of the holiday edition of the World.

H. Duys & Co. Engaged Julius Shack.

The services of Julius Shack, who is so well and favorably known to the trade of Canada, have been secured after January 1, next, by H. Duys & Co., and accordingly, after the New Year, Mr. Shack will sell Duys Sumatra in the Dominion.

The Keystone Cheroot Company, Ltd.

GEORGIA GEMS CHEROOTS
Three for Five Cents

BEN ROY Cigarros
Five for Five Cents

MINUETTES Cigarros
Ten for Ten Cents

I-TABA CROOKS CIGARS
Three for Five Cents

Main Office, Hanover, Pa.

Always to the Front.

E. Rosenwald & Bro. announce that they have made arrangements with The Connecticut Tobacco Corporation, of Tariffville, Conn., the largest growers of shade grown Sumatra and the pioneers in that industry, to market its entire 1902 output.

E. Rosenwald say that they expect part of the new shade grown Sumatra will be ready for the market about January 1.

Trade-Mark Register.

Gentry 207. 138,87.
For cigars. Registered Nov. 18, 1902, at 9 a m, by Charles Seiker, York, Pa.

Nora Rosa. 138,88.
For cigars. Registered Nov. 18, 1902, at 9 a m, by Charles Seiker, York, Pa.

Penmarvia. 138,89.
For cigars, cigarettes and cheroots. Registered Nov. 18, 1902, at 9 a m, by Stern & Thomson, Baltimore, Md.

Lukens Special. 138,90.
For cigars. Registered Nov. 20, 1902, at 9 a m, by Wallace Spangler, Reading, Pa.

Concordia Bouquet. 138,91.
For cigars. Registered Nov. 21, 1902, at 9 a m, by L. Schwingen, Wilkes Barre, Pa.

REJECTIONS.

Prairie Dog, Woodpecker, Red Head, Night Watch, Coon Skin.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Hiawanna, Chuck, Judicia, Sir Victor, Clubette, Latest Arrival, High Esteem, Blooded Stock, Lady McDuff, Prince of Pless, Henry J. Thurston, Strenuous. La Vie Intense, El Baton, Oneco, Dutch Smokers, Royal Center, Mount Sinai. 947, Yick-Yacker, Meforana, Caprichosa, The Original Lopez Cigar, Electress, La Flor de Montanez, Three Coppers, Sagna Cuba, Verti Cuba, Sholem, Qualilitia and Quatility, Star Commoner, La Mejor de Cadiz, La Andaluza, Grando, Non XLL, Gumbo, Otsego, Oscoda, Wexford, Tuscola, Mecosta, Chicago Annex, White Bird, Blue Flower, 88, Astoria Gem, North Beacon, Ruby Seal, Curly Maid, Seal Rock, King Racer, Union Goods, Black Curls, Lady Real, King Colors, Queen Colors, Princess Seattle, El Almosado, Flor de Madrona, Constance, Philippa, Ursula, Zenobia, De Almasado, Stead's Pennat, Hes Ra, Arent Van Curler, Lunette, North Western, El Exito, Even Up, Novara, La Paz del Mundo Superiors.

They Missed It.

Old Mother Hubbard, she went to the cupboard,
To get her old man his snuff;
But when she got there, the cupboard was bare,
And both of 'em said, "That's tough!"

FAUGH A BALLAGH

GRANEY'S

Columbus, Ohio.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. **MT. CARMEL, PA.**

CIGAR RIBBONS.

Largest Assortment of Plain and Fancy Ribbons.

Write for Sample Card and Price List.

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. Factory, Tampa, Fla.

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 80 Pearl St. 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182 186 188 and 257 Pearl street
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Jno. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co Corning, N. Y.: W. C. Sleight.

THE LOCAL TRADE.

DUNN & CO FAVORABLE.

Joseph C. Heymann, of T. J. Dunn & Co., referring to the organization movement of the retail cigar dealers, said: "Our house is in favor of the movement and T. J. Dunn & Co. will do anything in their power to help the retail dealers in their movement to fight the trusts. The markets of this country must be kept open for free competition and I believe consumers the country over will see that all legitimate retail dealers as well as manufacturers have a fair field and fair play."

Henry Heymann was on a short Western visit last week and gathered in a satisfactory crop of new orders.

Dunn & Co.'s cigar factory is running full handed and holiday orders are plentiful.

A COUPLET.

Little Willie—
True tale, and moral:
Smoked cigarootes,
At rest: West Laurel.

WHY BORROW TROUBLE.

A Langsdorf, of Roig & Langsdorf, referring to the proposed organization of the retail cigar dealers, said to a World reporter: "I am not against protective organization but until there is a necessity for action, I do not see any reason why the retailers or others need trouble themselves. At present the Philadelphia field is in no danger from monopolists or trusts. If the Continental or any other company sees fit to open stores in the city, what is to prevent it? that is their business. As to the business methods adopted by a company or corporation, that is another question—perhaps an ethical and legal one—but I do not see any necessity for anyone getting excited over present conditions.

COULD SMOKE, BUT—

Salesman A. M. Lake, with George Burghard, is said to have witnessed the performance of a phenomena, in the form of a chicken, recently, in South Jersey. The World has not yet seen Mr Lake, however, to ascertain the veracity of the story. The chicken—a veteran rooster—is stated to be on the farm of Hiram Jones, and when Mr. Lake called to see the biped, it had just finished whaling Bud Dobb's big Shanghai. At command of Farmer Jones the rooster picked up a Havana from the ground, bit off the end with its beak, then strutted up to the farmer and cackled. "He wants a match, see?" said the farmer. And so Mr. Jones struck a taper and held it down while the boss of the barnyard "lit up." But after a few puffs the rooster refused to "smoke up" and again strutted over to the farmer and growled and grunted and made a most dreadful fuss. "Oh, yes," suddenly said the farmer, "You see, the poor bird can't smoke and expectorate too; and so while he smokes I'll help him out by doing the expectorating." And so—with one eye on the farmer, to see that he did his part, and the other winking gravely at Mr. Lake, the rooster went ahead and puffed away on the Havana with the sang froid of an old veteran.

The rooster lives on Mr. Jones' farm and is offered as Exhibit No. 1 in support of the foregoing tale.

IT FILLS THE BILL.

J. S. Houseman, special cigar man with the American Tobacco Company, went to Pittsburg last week to exploit the merits of the Continental cigar and will remain there six weeks or more. "Be sure and forward me The Tobacco World," he said to D. L. Leahy, the North Juniper street cigar dealer, the last thing before leaving. "I want to keep posted on current news."

A BUSY FACTORY.

The Seal Cigar Factory, Joseph Hollard, proprietor, has had one of the best year's business in its history and is now crowded with orders. The factory's leading brand is the Hollard and 250,000 more of them have been sold this year than has been turned out—of course this meaning that orders for that amount are on hand and that cigars are being made for delivery. Over sixty experienced cigarmakers are at work in the factory and this number will be increased in order to fill holiday orders and keep up with the regular output. The Hollard is proof of the fact that cigars with merit are bought by discriminating consumers.

BORE EARMARKS OF FICTION.

A clever story, with just enough truth in it to save it from being branded "fake," appeared in an evening paper last week. In substance it stated that a clever swind-

The John R. Williams Company
Suction System
Again Victorious!

United States Patent Office

John R. Williams
vs.
Isadore Liberman

Interference No. 21,333

Combined Cigar Wrapper Cutter and Rolling Table

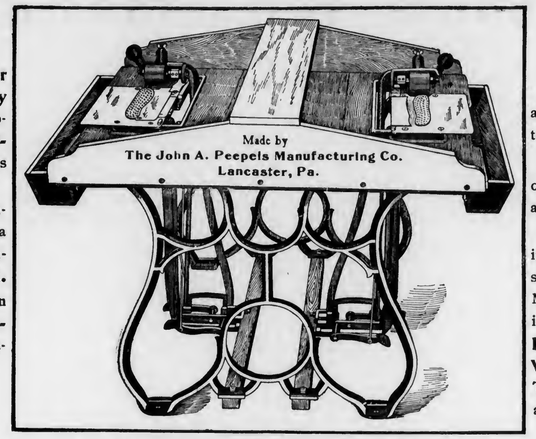
We beg to notify the trade that the above case was on Nov. 18, 1902, decided in favor of Mr. John R. Williams.

Upon the issue of the patent, we will proceed legally against all infringers of the same.

THE JOHN R. WILLIAMS CO.

The John R. Williams Company
Suction System
Again Victorious!

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,

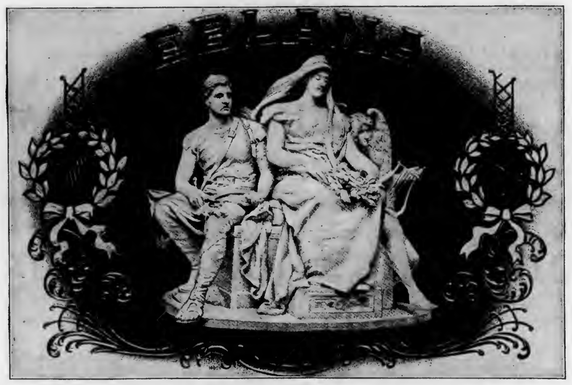
3 and 5 Tobacco Avenue, LANCASTER, PA.

Capacity, One Million per Month.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made **5c.** Cigars in the Market

Union Made
All Sizes



Union Made
All Sizes

M. Steppacher, Reading, Pa.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK — **KRUEGER & BRAUN** LITHOGRAPHERS AND PRINTERS. — Samples furnished on application — 322-326 East 23d St. NEW YORK. — NEW BRANDS Constantly ADDED

ler, who posed as a Cuban, disposed of a number of alleged smuggled Havana cigars to a number of avaricious and gullible West Philadelphia dealers. There may be a few cigar dealers in West Philadelphia so lost to business integrity as to invest in smuggled goods—but they are few, mighty few, and they are of the sort who hide their lights under a bushel. But to say that the ordinary dealer doesn't know a genuine Havana from a low grade domestic one-fer is putting the agony on too strong and that is where the aforesaid paper's story gives itself away.

Echoes of 1897.

The newly formed cigar dealers' association is a matter of more than usual interest to manufacturer, Ben Herbst, of North Thirteenth street, for the reason that he was an active organizer in 1897, when the retailers first got together and formed a protective league. Mr. Herbst said to a World reporter anent the 1897 organization: "I did some tall hustling to make the movement a success, and in two weeks induced over eighty dealers to join. At that time we needed protection from many people who were not in the business in a legitimate way and we wanted all dealers to pay a license of $10 per year. Again we desired more protection from the government than we were receiving. The so-called 'trust' did not bother us in 1897, although it was then in existence and growing at an astonishing gait. If I'm not mistaken there was $11 left in the treasury of the old organization when it disbanded. All told there was about 200 members but somehow or another the dealers could not be induced to take an interest in it, and it simply died of inanition."

"What do you think of the present movement and organization, Mr. Herbst?" queried the World representative. "Do you think it will live?"

"Yes, I do. There is every reason now why retail dealers will join. Their interests being threatened they will readily take to united efforts to protect themselves. For myself I believe in organization; that is, the right kind of organization."

A Business Change.

M. Fisher, an old-time cigar manufacturer, has purchased the retail store of Mr Holtzappel at the corner of Bouvier and Dauphin streets, and will at once proceed to "push" matters cigaratorial. Mr Fisher will manufacture as well as retail.

Important Point Overlooked

The World's article last week on the Diebel cigar vending machine attracted a large amount of attention from manufacturers and others. A good point omitted from last week's article was this: that a lock, adjoining the coin slot of the Diebel machine can be locked by the owner at any time he desires, and thereby prevent (say, in his absence at dinner time or on business) anyone from tampering with the machine. This "lock the slot" idea is original with Mr. Diebel and the invention has been patented.

George Favors Organization.

George Wahl, of 54 South Third street, is a typical Philadelphia retail cigar dealer, with that push and energy which bespeaks the successful business man. Mr. Wahl is one of the many retailers who favors organization and was an interested attendant at Friday evening's Musical Fund Hall meeting.

Avaunt! Dark Ages!

Inquiries directed to retail cigar dealers by World reporters anent the movement recently inaugurated to compel them to close their stores on the Sabbath in conformity with the "Blue Laws" of 1796, brings forth the fact that the retailers as a rule, are not concerned a great deal in the movement. While wholly willing to abide by all law, they say that they are living on the verge of the Twentieth—not the Dark Age century; that Sunday closing, often attempted, has been a failure and that the almost church-like way in which their stores are conducted upon the Sabbath can only prove objectionable to fanatical and witch-burning folks. "Stop Sunday cooking, railroad trains, baths, newspapers and other things of a like modern-day necessity," say they, "and we'll stop selling sane man's best and safest comforter.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, 84--85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84--85 South St., (Tel. 2191 John) New York.

Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

Samples to Responsible Houses.

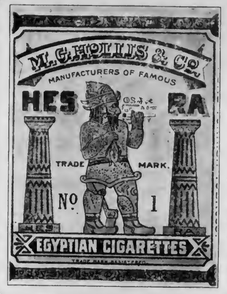
Cigar Molds

ASK FOR OUR NEW CATALOGUE No. 5
Illustrating 1,500 of the Latest and Up-to-Date

Cigar Mold Shapes

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer. We can save you money and please you at that.

THE STERNBERG MANUFACTURING CO.
1702-1712 W. Locust St., Davenport, Iowa.



A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.

Price, $1.00. Large Discount in quantities.

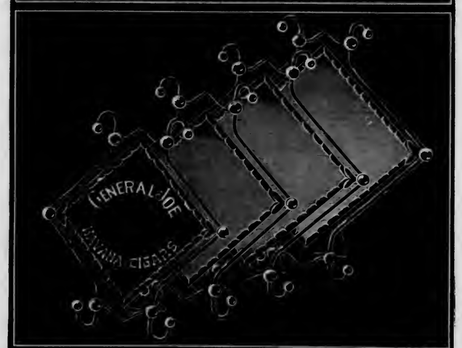
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.

Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar

WM. DIEBEL,
327 N. Eighth St., Philada.

SEND FOR CATALOGUE.

PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	5 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$ 65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

518-520 Seventh Ave., PITTSBURG, PA.

MASS MEETING ECHOES.

At the mass meeting of the retailers at Musical Fund Hall last Friday night, the World man, among others, noted the faces of the following well known dealers and manufacturers: Mr. Ellis, of Arthur Hagen & Co; M. D. Newman, of M D. Newman & Co.; S Grabosky, of the Empire Leaf Tobacco Co; H. F. Leukfeldt, B. Lipschutz and M. S. Frechie; D. L. Leahy and George Burghard. A broad smile swept over M. D. Newman's face when the speaker of the evening said with a defiant air: "If I had to be the slave of a tobacco trust I'd quit the business." And several of the manufacturers looked their joy and satisfaction when the aforesaid speaker further said: "You make the best 5-cent cigars here in Philadelphia that are made in the world."

MOSTLY PERSONAL.

B. J. Straus, salesman for a representative New York house, was visiting the Philadelphia trade this week.

Dave Kalberman, who represents J. Lichtenstein & Co., of New York, interviewed the Philadelphia trade during the past week.

James McDonnell, a member of the Baltimore Leaf Tobacco Company, was in Philadelphia last week, transacting business for the house.

Harry Bremer had a successful trip through north Pennsylvania districts last week.

A Valuable Book.

"Tobacco; how to raise it and how to make it pay," is the title of a neat booklet issued by the Slate Seed Company, of Hyco, Halifax County, Virginia. The author, Maj. R. L. Ragland, is clearly an authority on the subject and throughout the book contains matter invaluable to the planter and grower. They should secure a copy. The little book retails at 25 cents a copy.

PHILA. LEAF MARKET.

It has been a rather quiet week in domestic leaf circles, and with only an average volume of trading. Every type of cigar leaf has come in for a share of business, but no important transaction has been reported in any particular type.

Sumatra tobaccos have been moving steadily, but in small lots.

The Havana market has been fairly active, and demands appear to be strengthening.

EXPORTS.

Liverpool—121 hhds, 33 tcs.
Antwerp—45 tons.

THE LANCASTER FIELD.

Lancaster, Pa., Nov. 25, 1902.

A great deal of business has been done in the new tobacco crop in the northern and northeastern portions of the county. A large concern that was among the earliest in the field has again been at work, and a large acreage has recently been added to its already large purchases. Other packers who had closed out their old packings are also at work, and a large amount of goods has been lifted. Those who have been holding off until now will soon have to go to work if they want any of the goods, or do without them altogether.

The Sumatran tobacco raised under cover at the Marietta Experimental Station has been stripped and sent to Connecticut to be sweated by the Government experts there. The half acre plot produced 856 pounds of clean, sound leaves, of most excellent texture and fineness, of which at least 200 leaves will be required to weigh a pound. In every respect it promises to be everything that is expected of it. Some of the leaves have a greenish tinge, but that will probably disappear during the process of fermentation. The same kind of tobacco not grown under cover proved to be very inferior in all particulars.

The Marietta cigar factory of Popper, Doddy & Jourdan resumed operations November 14, as a "union shop." The cigarmakers of Marietta, being denied a charter for a union by the National Association, joined the Lancaster union. It is said the factory has orders on hand to keep sixty employes busy for an indefinite time The fact that the factory has been unionized means much to the workers for they secure an advance of wages averaging fifty per cent.

The principal sale of tobacco during the week ending November 15 was that of I. H Weaver, who sold 386 cases. Other dealers report smaller sales, and the aggregate for the week is about 1 000 cases.

Dealers say that the purchase of 1902 tobacco has ceased for the present. Cigar manufacturers report business as active, with orders ahead until the end of the year.

New York Retailers Meet.

Maennerchor Hall, in East 56th street, was crowded again on the evening of Nov. 25, at the third meeting of the Retail Cigar and Tobacco Dealers' Association of Greater New York. A roll call shows that the Association has now about 275 members, distributed about as follows: On Third avenue, 24 members; on Broadway, 16; in the lower part of the city, 30; in Brooklyn, 13; in Yonkers, 1; on 59th street, 21; on Columbus avenue, 6; on Eighth avenue, 18; on Sixth avenue, 6; on Greenwich street, 4; on West Broadway, 5; on University Place, 1; on Second avenue, 5; on Nassau street, 5; on William street, 4; on Park Row, 3; on Centre street, 3; on the Bowery, 5. The foregoing enumeration is not complete.

Louis Silverstone called attention to the presence in the meeting of a Mr. Goldberg, of the Independent Cigar Stores Co., who had paid his membership fee; and said that Mr. Goldberg's company had been organized for the purpose of selling out to the United Cigar Stores Co. Mr. Goldberg denied these statements

R. E. Lane said the Executive Committee had power to expel a member. The threatened storm was allayed in a wise little speech by President Freeman.

Asa Lemlein, with E. H. Gato Cigar Co, was informed that he was eligible for membership as being affiliated with the cigar trade.

The Retailers' Association is to be incorporated with a capital of $25,000. The Association is to form its own coupon company.

Messrs. Lane, Kreiser and Blankenstein are the Association's Committee on Publicity.

Mr. Mendoza, of the committee on coupons, said he was opposed to coupons. He believed in giving the public honest value. His remarks caused a ripple of applause. The coupon system was advocated on the ground that the public wants something for nothing. L. Silverstone said that the giving of coupons had doubled his business. He also was applauded.

The report of the Executive Committee was received and the Committee was discharged.

Manuel B. Pendas in Tampa.

Manuel B. Pendas, of Y. Pendas & Alvarez, left for factory headquarters in Tampa on November 25. He will probably spend the winter in Tampa.

The Wisconsin Field.

Janesville, Wis., Nov. 22, 1902.

Several buyers are still riding from this and other markets of the state, and they are gradually picking up the remaining crops in the hands of the farmers, and it now looks as though they would keep at it until all is bought up.

In old goods only a fair business was done. S Ashner, of New York, recently purchased 200 cases of B's of Geo. A. Rumrill, and F. S. Baines sold 112 cases 1900. There is a fair trade in small lots.

Several dealers are engaged in sampling their 1901 and are fairly well pleased with the same, there being comparatively no damage.

The large warehouse being erected for J. Friedman & Co. on Gold street, is rapidly nearing completion and will soon be ready for occupancy.

Harry M Handy, for many years a foreman tor Frank S. Baines, and later a cigar manufacturer in this city, has entered the employ of the American Cigar Co., and will manage their warehouse in Brodhead this season. Harry is a competent and thorough tobacco man.

Sanford Soverhill has returned from the northern part of the state, where he shot two deer.

The A. C. Co. shipped eight cars of tobacco to their eastern factories this week.

The new warehouse of F. S. Baines, at Windsor, is nearly ready for occupancy.

Several of our dealers received a small amount of the 1 02 crop from the farmers this week, and expect to begin assorting in a few weeks

N P Strausse, the state agent of the A. C. Co., is spending a short time at West Baden, Ind.

—Tobacco growers should remember that 'a good preparation (of the soil) is half cultivation" and they should not stop until the land is in proper condition.

—Salesmen of forty independent tobacco factories organized on Saturday, at Chicago, under a Federation of Labor charter

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

FOR SALE.—Old established (50 years) Wholesale and Retail Tobacco Business, with or without cigar and tobacco factory, in prosperous Pennsylvania city of 100,000 population. No goodwill asked. Stock, fixtures and property at reasonable prices. Present owner for 20 years Address box 90, care of Tobacco World, Phila. 11-12-4t

NOTICE TO JOBBERS —We will supply you with Strictly Long Filler Sumatra Wrappers, 4¾ in. long, packed in 1-20's—25 per bundle—in lots of 1,000 and upwards, for $18 per M., C. O. D. Sample of 25 for 50 cts. Address E. X. P., Box 88, The Tobacco World, Phila. 11-12-5t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO York, Pa. 9-10tf

26 JOHN R WILLIAMS CO Suction Tables for sale. Price for the entire lot, $390. Address MACHINES, Box 110, care of Tobacco World. 8-6-tf

Report of the Commissioner of Internal Revenue for the Fiscal Year Ending June 30, 1902.

The report of Commissioner Yerkes shows that the revenue derived from Internal Revenue Taxes collected on Manufactured Tobacco, domestic and foreign, during fiscal year ending June 30th, 1902, amounted to $51,718,258 45

From Cigars at $3 00 per M	. . . . .	$18,311,142 25
" " " 54 " "	. . . . .	410,903 48
" Cigarettes at $ 08 per M	. . . .	2,457,550 86
" " " 54 " "	. . . . .	198,424 02
" " " 3 60 " "	. . . . .	31,164 67

Estimated Total Production in the United States for 1902.

	Number
Cigars	6,063,297,761
Small Cigars	774,154,870
Cigarettes	2,892,397,261
Large Cigarettes	8,663,153
	Pounds
Tobacco	298 048,339
Snuff	17,671,136

Smoke It Cheroots

Are the only Sumatra Wrapped Cheroots on the market selling at retail

3 for 5 cents

Excellent combination filler, and wrapped in foil. Made only by

M. Kleinberg,
219 North 2d Street, Phila.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Notice to the Trade.

ALL OUR GOODS are strictly "Union Made," and stand for home industry and honest wages. They are also The Best Goods Under the Sun, because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF
Trade-Mark.

If you sell PLAIN SCRAP GOODS, we are the leaders, and it Will pay You to Look Us Up.

Taylor Bros. Tobacco Co.
READING, PA.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, Moundsville, W. Va.
Jobbers, Write for Samples.

CIGAR MOLDS

We offer you the Best Vertical Top Cigar Molds at lowest price. Full line of Cigarmakers' Supplies. Branding Machines a Specialty.

The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of Seed Leaf Tobacco
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WARRHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in
All Grades of
Domestic and Imported Leaf Tobacco
YORK, PENNA.

G. A. Kohler & Co.

Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

THE RETAILERS' MASS MEETING

At Musical Fund Hall, Friday Evening, November 21

FAIR ATTENDANCE AND WARM CRITICISM OF THE ALLEGED TOBACCO TRUST.

The Musical Fund Hall mass meeting of the retail cigar dealers of Philadelphia last Friday night, was lively, and some energetic criticisms were made of "combinations" and "trusts," which, the retailers say, are endeavoring to drive them out of business or otherwise affect their livelihood.

An audience of over 400 men greeted the chief speaker of the evening, S. W. Roth, of Maywood, Ill., who has interested himself in organizing retail dealers' associations in a number of cities, and is also endeavoring to form a national association.

As noted in last week's World, a temporary retail cigar dealers' association was formed at the Continental Hotel, November 18, at which the following temporary officers were elected: President, Isadore Aussprung; Vice President, Joseph E. Tuck; Secretary, A. K. Moore; Treasurer, N. T. Weser. Mr. Aussprung presided at Friday night's meeting and after stating the object of the gathering, called upon J. W. Marshall to read the by laws and constitution which it is proposed shall govern the permanent organization. Before the meeting was over a resolution was adopted thanking the press for having given publicity to the movement of the retailers.

Upon being introduced Mr. Roth at once launched into a general tirade against "unjust capitalistic combinations" and "trusts"—particularly tobacco trusts.

"Whenever the business men of this country get ready to meet the trusts like business men," asserted the speaker, "they will be able to more than hold their own in competition."

This opening comment, as well as a number of others, were warmly applauded, and when Mr. Roth asserted the tobacco trust was an "infernal thing" a chorus of bass voices chimed in with an earnest "Hear! hear!"

Other portions of the speech follow:

"There is no use in wasting a lot of energy shouting from the house tops against the iniquities of the trusts, or passing resolutions to drive them out of business; rather let the anti trust concerns resolve to act and spend their energy in promoting the trusts out of business Instead of scolding the trusts, let us look calmly into their methods. Let us not despise their business ways, but rather let us appropriate to our own use those methods which are largely responsible for their success. Chicago retail cigar dealers have learned a lesson from the trusts. They are going about their fight in a sensible businesslike way They established substantial and permanent quarters, and the means of carrying on a continuous warfare. Do not tell trusts what you are going to do, and then quit. Competing with the trusts must be made a serious business, backed by brains and money. I belive any body of men who organize for the purpose of raising the prices of commodities, whether it is tobacco or anything else, beyond what it naturally should be, are criminals. The trusts have been organized to have a monopoly and drive the individual dealer out of business, who is trying to make an honest living.

"This association is started for you that you may be independent men, and I know that, if you will stand together, you will succeed The only question is have you got the courage? Are you willing to make the sacrifice? To try to discourage you the trust will have its agents out lying about one retailer or the other, by telling that he is offering to sell out to the trust They will also offer free deals and special discount for a short time to discourage you of handling independent goods.

"There are enough good independent tobacco and cigar factories in this country to put the trusts out of business. The retailers everywhere are ready to receive these independent concerns with open arms. The independent concerns must reach out for this trade. They must promote their business according to approved modern methods. If they do this, they will have the best of the trusts. The independent manufacturer of cigars and tobacco has a reputation at stake—his per-

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

'STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

sonal honor and supervision over his factory—that the trust manufacturers have not. There seems to be but one thing to be done to drive the small manufacturer out of business, and that is for the combine to control the raw product. How can this be done? Tobacco is grown over a wide section of the country in small lots. It is handled after it leaves the planter by many concerns, and to gather it up into a single successful combine is a task too serious for anyone to undertake

"I notice, in the daily papers, since I have been here, that the trusts are raising the wages of the girls who are working for them. I believe it was done on account of the great agitation held all over the country against the trusts against employing children and young girls at starving wages, that I believe the retailers have helped to accomplish the raising of wages; but we want to go further. We want the children to return to school; we want the girls to attend to their household duties, and let their fathers and brothers take their places, and then, when they say to the retailers we will treat you like business men ought to be treated, and not until then, will we stop the agitation.

"The buying of stores by trusts is not going to help them much It is a desperate measure, and will in the end prove to be too expensive to be continued. The retailer does much to popularize trust goods, and helps to put a halter on the neck of his own affairs. He has an idea that he must stand behind the show case and like a human slot machine. hand out just what is called for. The most successful dealers do not do that; they absolutely refuse to handle trust cigars or tobacco. My sympathies are with the retailers, and I trust that among the manufacturers there are men large brained enough to realize that through the prosperity of the retailers is the manufacturers' most lasting and substantial success."

Printed applications having been distributed, the retailers were asked to sign them and hand them in to the temporary secretary. It is computed that 300 membership applications were thus sent in.

H. G. Cutler and H. Tuck were named a committee to secure permanent headquarters for the use of the organization, and it is proposed to have the hall leased and effect the permanent organization within two weeks.

Various expressions of opinion are heard anent the organization. Many cigar dealers say they believe it to be a good thing, while others state they see no present need for a protective organization.

Said Mr. Leahy, of North Juniper street: "It's my opinion that the independent tobacco people are using the United Cigar Stores Company to frighten the retailers into a fight against the American Cigar Company. Hence, the present organization movement."

A number of large manufacturers and dealers, who did not desire their names used, said in substance: "Why organize? Who is starting a fight? The trust? It doesn't look that way. Are the retailers anxious to start a fight? One would think so. It is a good thing in business to leave well enough alone."

Cuban Treaty Provisions.

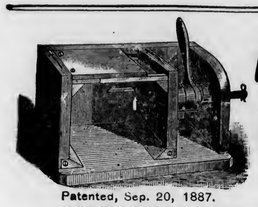
Washington despatches assert that the reciprocity treaty with Cuba, whose details have not yet been given out, provides for the maintenance of the existing Cuban tariff on nearly all products from the United States and for the imposition of higher duties on most of the goods which Cuba imports from other countries.

This policy it is said, was adopted in order to prevent a deficit in the revenue of the island through the falling off of its customs dues. It would amount to an important discrimination in favor of this country and against the nations of Europe, which sold Cuba over $37,000 000 worth of goods during the last fiscal year, since under it the Cubans would have a strong incentive to buy from the United States instead of purchasing elsewhere.

If this statement concerning the chief principle of the measure is true, it is evident that it will excite lively opposition abroad. Even under present conditions Cuba's imports amount to over $66,000,000 yearly, and if its people were in a flourishing condition, the total would probably amount to a round hundred millions. Under the proposed reciprocity plan, the United States would be sure to furnish the great bulk of this trade, leaving a meagre share for the outside world to supply. European diplomats at Havana will naturally use their best efforts to persuade President Palma and his advisors not to assent to any such arrangement.

It will be interesting to note what success attends the mission of General Tasker H. Bliss as the President's Commissioner to the island. It is understood that General Bliss has gone to Cuba solely for the purpose of impressing upon the insular government the necessity of assenting to the projected agreement, and that he is authorized to offer in return a reduction of twenty or twenty-five per cent. in our tariff on Cuban staples. The Cubans are reported as holding that this is not enough; but there is small probability that the Senate in its present frame of mind could be induced to assent to any greater concessions —Philadelphia Bulletin.

—Tobacco seed is the smallest of all farm seeds, and consequently requires a light covering.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press
Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

THE NATION

GREAT AS ITS NAME.

P. POHALSKI'S NEWEST BRAND.

The above picture is a replica in black and white of the newest brand of P. Pohalski & Co , of New York and Key West. The label shows the national colors, and is unusually simple. Its very simplicity adds to its attractiveness.

The Nation brand, which will be manufactured at Key West by the best Spanish hand labor, out of the finest selections of Cuban leaf, will be ready for the trade shortly after the beginning of the new year. It will be manufactured in 40 sizes, ranging in price from $60 to $500

The Key West cigars manufactured by P. Pohalski & Co. are great sellers in all sections of the United States. They hold their own public and merit the attention of jobbers and retailers of fine cigars, by reason both of their merit and the high reputation of the manufacturers.

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871
75,000 PER DAY.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf TOBACCO
229 cases of the 1901 crop ready for inspection at 12 cents, actual weight
EAST PETERSBURG, PA.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

Latest News from York, Pa.

York, Pa., Nov. 24, 1902.

The leaf tobacco market in York continues unchanged. The volume of business transacted during the week by warehousemen was in the main satisfactory. No extraordinary large sales have been reported, but nothing of that sort is needed hereabouts to make business. The demand for leaf tobacco is steady and prices remain unchanged. The foggy weather the past week has put the tobacco hanging in the sheds in fine condition for stripping and the work of preparing the 1902 crop for market is in progress in all sections of the county. A number of large growers are holding off from selling in the hope of getting better prices than those which now prevail.

Joseph McKinney and G. F. M. Smith, of McSherrystown have formed a co partnership for conducting the business of leaf tobacco brokers. The new firm has established an office in McSherrystown and will represent prominent leaf dealers, packers and growers throughout Wisconsin, Ohio, New York, Connecticut and Pennsylvania, as well as some of the leading Philadelphia and New York city importers and wholesale dealers in Havana and Sumatra leaf.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

Never in the history of the cigar making business in York county, has there been such a rush for cigars as has been experienced by manufacturers in this city and vicinity during the past three months. Factories are unable to procure hands enough to fill all the orders. Especially is this true at this time when there is such a large demand for Christmas goods In consequence, the cigar manufacturers are a month behind in making the boxes and nearly every factory in the city and vicinity has been running night work as late as ten and eleven o'clock for weeks past.

An indication that the cigarmaking industry is in a most flourishing state is shown in the report of the receipts for cigar stamps for October in the Ninth Internal Revenue District. The report shows that 71,910,000 cigars were manufactured last month, the largest output for a single month in the history of the district. Most of those cigars were manufactured in York county.

Mr. August C. H. Sonneman, junior member of the firm of A Sonneman & Son, wholesale dealers and jobbers in leaf tobacco, and Miss Louis A. Meyer, were married last Thursday evening, at the home of the bride's parents, 461 West College avenue, this city. The ceremony was performed by the Rev. Henry Walker, pastor of St. John's Evangelical Lutheran church. A reception followed and then a wedding supper, after which Mr and Mrs. Sonneman left for a bridal tour to Philadelphia and other eastern cities. Upon their return to York, they will reside with the bridegroom's father, at 105 South George street.

The E. A. Bollinger Company is erecting a large cigar factory in McSherrystown. This is one of the enterprising cigar manufacturing firms in that place and the many new orders for fine goods necesitates the erection of another large factory

Young & Boser, jobbers, report that the holiday trade has begnn and the indications are bright for a big trade this year.

The recently organized Weaver Tobacco Company, is doing a nice business.

The success which has attended the experiment of Isaac Hostetter in growing Sumatra tobacco under shade in this climate, has so enthused his neighbors about New Holland, opposite where the experiment was made, that a number of them will try to raise Sumatra leaf next year. They propose raising large quantities of the leaf.

Imports and of Cigars Leaf Tobacco

FROM HAVANA

Per strs. Havana and Mexico.

CIGARS	cases
G. S. Nicholas, New York	121
Havana Tobacco Co., New York	48
B. Wasserman Co., New York	46
Acker, Merrall & Condit, New York	29
Park & Tilford, New York	26
Duncan & Moorhead, Philadelphia	20
S. S. Pierce Co., Boston	11
Waldorf Astoria Segar Co., New York	10
Reymer Bros., Pittsburg, Pa.	9
W A Stickney Cigar Co., St. Louis	6
M. A. Gunst & Co., San Francisco	6
Robert E. Lane, New York	5
Estabrook & Eaton, Boston	5
R. L. Rose & Co., Providence, R. I.	5
Faxon, Williams & Faxon, Buffalo	5
H. Straus, Cincinnati	5
C. P Stanley, St. Louis	5
H. Walker & Sons, Detroit	4
Showell & Fryer, Ltd., Philadelphia	3
P. Hauptman Tobacco Co., St. Louis	3
T. Wright & Co., St. Louis	3
M. Blaskower & Co., San Francisco	3
Thompson & Leavitt, Boston	2
F. R. Rice Mercantile Co., St. Louis	2
S. Bachman & Co., San Francisco	2
H. Harris & Co., San Francisco	2
T. Baron & Co., San Francisco	1
G W. Faber, New York	1
Michaelis & Lindeman, New York	1
D. Frank & Co., Boston	1
D. Loughran, Washington, D. C.	1
Portuguese Legation, Washington, D.C.	1
Total	391
Previously imported	8,657
Imported since Jan. 1, 1902,	9,048

LEAF TOBACCO	bales
J. Friedman & Co., Chicago	354
F. Miranda & Co., New York	210
I. Bijur & Son, New York	185
Guedalia & Co., New York	135
Hamburger Bros. & Co , New York	132
B. Perlman & Co., Baltimore	114
B. Fernandez, Milwaukee	108
Weil & Co., New York	100
Sartorious & Co., New York	95
F. Garcia, Bros. & Co., New York	75
Perez & Escalante, New York	63
J J Ordetx, New York	58
Sutter Bros , New York	50
Lozano, Selgas & Co., New York	41
Wm Glaccum & Sons, New York	36
M. Atak & Co., New York	35
Simon Batt & Co. New York	35
E. Gancedo New York	30
Rothschild & Bro., New York	25
Rothschild, Sons & Co., Chicago	25
J. Bernheim & Sons, New York	20
L. Friedman & Co., New York	20
A. S. Valentine & Son, Philadelphia	20
Rokohl Bros , New York	16
M. Stachelberg & Co., New York	15
Cordova & Puenti, New York	14
American Cigar Co., New York	10
H. Doerr & Co , Minneapolis	10
J. Hirschberg & Bro., Philadelphia	10
Wm. Bader, New York	8
Order	8
P. & J. Frank, New York	7
G. Salomon & Bro., New York	6
M. Kemper & Son, Baltimore	2
Total	2,072
Previously reported	113,261
Imported since Jan. 1, 1902	115,333

THE MILLER, DUBRUL & PETERS MFG. CO. TRADE MARK.

NOW IS A GOOD TIME

There is no time like now.

The past is gone and cannot be recalled.

To-morrow never comes and the people who put things off waiting for to-morrow are the unsuccessful in business and in everything else.

Now is the very best time in the world for you to consider seriously and favorably the question of installing the DuBrul Dieless Suction Table.

Every day you put this off is a day when you did not make as much money as you might.

You are in business to make money and anything which will help you make money naturally possesses the keenest possible interest for you.

We are not guessing about the DuBrul Dieless Table.

We commenced to make Suction Tables about five years ago and while we have always made what has been considered the best table on the market, it was far from satisfying us.

The new table, the DuBrul Dieless Suction Table, does satisfy us and that is about the highest praise that we can bestow upon it.

We were never contented with the dies and rollers of the table of other constructions. We knew that they were in the way, hard to keep in order, expensive, and that they did not do really satisfactory work. The work they did was good, comparatively speaking, but the dies were constantly getting dull—that could not be prevented—and the resulting white streak on the edge of the wrapper certainly made a bad looking job, so bad that a clear Havana can't be well made with dies.

We were bound to get rid of all this and we have.

The Dieless Table, while more simple in construction than any other suction table, has no dies or rollers and cuts the wrapper with a circular knife, which can very easily be kept sharp, so sharp as to give the best sort of an edge to the wrapper, and never tear a wrapper in the cutting.

Think of every possible objection to the Suction Table and take our word for the fact that these objections have all been removed.

We not only have a perfect table from every point of view, but we have one which, by reason of its simplicity and ease with which it may be manipulated, is gladly welcomed by the operator instead of being frowned upon. This is a good point in holding your labor.

It enables operators with very little experience to do better work than skilled operators can do, hampered by a table with such makeshift mechanism as dies and rollers.

All these things are set forth and explained in detail in a little book which we have just issued and this book is yours for the asking.

Ask for Booklet W. S

It seems to us that every cigar manufacturer ought to be interested enough in a proposition of this kind to find out all about it, and if he persists in a Die Table proposition we can show him the best of that kind to be seen at our offices side by side with the Dieless Table.

THE MILLER, DUBRUL & PETERS MFG. CO.
507-519 E. Pearl Street CINCINNATI, OHIO
1 Madison Avenue NEW YORK CITY

8

J. W. BRENNEMAN,
Packer of and Dealer in *Leaf Tobacco*
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Great Reduction in Price
550 Times Sweeter than Sugar
GLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Heaquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

Government Loans Paid In Tobacco

Two curious facts, which are history, is that the first loan made by the United States was made payable in tobacco, and that Secretary Alexander Hamilton negotiated a loan in the absence of any law authorizing him to do so. The loan was made payable in tobacco, and was authorized by a resolution of the Continental Congress, December 23, 1776. The length of the loan was indefinite, and the amount authorized was $1,000,000.

The amount issued was $181,500, which sold at par with interest at 5 per cent. This was received June 4, 1777, from the farmers general at France. The purpose to which this loan was applied was the purchase of supplies and to aid in the building of cruisers to prosecute the war of the revolution. The interest ceased December 31, 1793, when it was merged into the general account of the French debt. In those days tobacco passed as currency between the colonies.

In 1789 Secretary Hamilton, the first Secretary of the Treasury of the United States, after the war of the Revolution, found the treasury without funds. On his own responsibility he negotiated a loan for $191,608.81. It sold at par with 6 per cent. interest. The first issue on this loan was September 13, 1789, and June 8, 1790, was named as the date of final redemption, and the duties on imports and tonnage were set aside to meet it. The money was obtained from the bank of New York and the bank of North America. The Secretary said: "Obvious considerations dictate the propriety, in future cases, of making previous provision by law for such loans as the public exigencies may call for, defining their extent, and giving special authority to make them."

A third loan followed under the act of Congress of March 26, 1790. The contract for the loan provided for its payment upon similar terms as the preceding loan from the bank of New York, the revenue derived from duties on imports and tonnage being pledged for its redemption. The money was needed for the compensation of members and employes of Congress, the payment of the civil list, etc., and of arrears of interest on the Dutch loans.

There was in the treasury at the time a sum not exceeding $50,000. Other loans followed in quick succession, and their history contains valuable information for students of Government finances.

—The cost of tobacco seed per acre ranges from ten to twenty cents—the cost of seed of no other farm crop is so little.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The last few weeks have been utilized to a large extent in the removal of the tobacco from the poles and stripping of it, so now it is largely in the bundle, and the grower knows the ins and outs of his crop. If any are so unfortunate as to have the crop injured by pole burn, it is always good policy to carefully remove it, and if not too badly sweat, to tie it up, either in hands or bundles, so the crop you offer for sale shall be clean and merchantable. Kindly recollect that this is your loss. We sincerely hope that an increased number of growers will assort and pack their own crops, or have some one do it for them, as there are many that have every facility to do the work, and are also skilled in selling at better prices than the ordinary farmer "dares" to ask. It is obvious to all that the growers in Connecticut obtain for the same quality of goods from three to six cents a pound more than the general run of our growers in Massachusetts.

Our correspondents write:

North Hadley: "I have to report the sale of three crops. A. Prince and R. Hibbard sold to James Day at 14c in the bundle; George M. Crafts to Mr. Hass, of Hartford, reported price at 18c in the bundle."

Suffield: "W. H. Martin, Herman Ude and C. F. Wittemore have sold their tobacco to Mr. Bushman, of Westfield. Another crop sold at 20½c and one crop to E. A. Fuller at p. t."

Southwick: "The excellence of the 1902 crop has enabled tobacco growers to dispose of quite a number of good-sized crops; the prices range from 19c to 23c in the bundle, and 25c when assorted. The crop is practically all off the poles and nearly all stripped. Our growers are feeling nicely."

Sunderland: "Nearly all of the tobacco is down and stripped and is in fine case. Some lots are proving to be of very excellent quality. W. L Hubbard has 6 acres and F. L. Whittemore has 16 acres that will bear examination. E. S. Dickinson and F. C. Kidder have sold on private terms, but said to be very satisfactory prices."

Conway: "The fog of the past week has been just what we wanted to get the tobacco down, and many have nearly finished stripping and report it fine and silky. We hope for a few more warm days to strip it in."

Putney, Vt.: "The bulk of our crop of tobacco is off the poles and much of it in the bundle. We feel proud of the goods. They ought to bring a good figure. I have not heard of any sales in this vicinity."—American Cultivator.

BALDWINSVILLE, N.Y.

No sales of the new crop have yet been reported, although the American Cigar Company is in the market for good crops and expects to begin buying as soon as the tobacco has been taken down. A Gazette representative heard one of our local buyers, who has had 25 years' experience in the Onondaga section, cautioning a grower recently to be particular this year when handling his crop to see that the tobacco was carefully graded Many crops this year contain an unusual quantity of small leaves which should not be mixed with the larger sizes, as the market value of the entire crop will be greatly depreciated if the small tobacco is mixed promiscuously with the large. A. Heinke, the local representative of Chas. R. Goldsmith & Co., has recently returned from Ohio, where he purchased three car loads of Little Dutch and Zimmer Spanish, which will be shipped here for handling. At the Heinke warehouse a fine packing of Zimmer Spanish is being resweated. There has been no activity at the other local warehouses during the past week, only one small shipment having been made from J. T Skinner's warehouse Monday, to G. Falk & Bros., New York.—Gazette.

EDGERTON, WIS.

The movement in buying in the new crop is gradually closing down, though strong competition exists for the remaining fraction in growers' hands. Buyers are still active in hunting out the unsold lots, which are being absorbed at a rate that will soon clean the boards. It seems to be foregone that the close of the year will find the country cleaned up closer than for years past.

The market for old leaf develops no new features. The sales effected are of moderate sized lots and generally to manufacturers. H. W. Child has purchased 90cs of S. M. Holverson, of Stoughton, and 130 cases from local packers.

Casing weather is reported in the Vernon county district during the week, and some tobacco has been removed from the sheds.

Shipments, 350cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

Market was very quiet and firm at unchanged values. Bulk of the stock is medium, good and fine Leaf, and is relatively very cheap at prices selling compared to prices of best crops of new, 7½ to 8½c loose, all round, and not as good quality by 25 per cent. as the old. Buyers are riding steadily, and farmers are stiff in price at about last year's prices, which are being paid in many cases. The color is generally brown to dark; leaf, short, fair substance. It is estimated the crop will not be more than half as much in pounds as the 1901 crop in a large part of the district. I saw a crop of very common stuff that was sold at 5½c round, tied in large hands. The demand is active for new goods.

Old Lugs—4¾ to 6¼c.
Leaf—Com., 6¼ to 7¼c; Med., 7¼ to 8½c; Good, 8½ to 10½c; Fine, 10¾ to 12½c
Spinning Leaf, 7½ to 10c.
Cigar Wrappers, 8 to 11c.
Plug Wrappers, 9 to 12½c.

Receipts for the week, none; year, 11,810. Sales for the week 15; year, 10,399. About 700 hhds on sale.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts this week, 1 hhd; offerings on the breaks, 1 hhd; sales, 85 hhds.

Market firm and unchanged, and the public and private sales were all of Leaf.

We have had warmer weather with some rain, but not yet a full stripping season, therefore the loose tobacco season has not fully opened over the whole district. In two sections the bulk of the crop has been sold at prices satisfactory to the planters.

Quotations:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good	9.50 to 10.50

Pocket Boxes for Safety Matches.

One effect of the New York Fire Commissioner's plan to abolish the parlor match will be a loss to sellers of pocket match safes in that city. Thousands of these, made of gold, silver, and other materials, are sold every year. A well known dealer says that one of his stores has been selling about 400 a year.

"It is impossible to calculate the total number people buy. The safes are especially popular about this time of the year, when folks are looking for Christmas presents. If the Fire Commissioner's promise to abolish all except safety matches on Jan. 1 becomes generally known, there will be a dropping off in our trade this Christmas. The plan has just been announced, but I've already heard talk of inventions to make pocket safes suitable for safety matches. One of the models consists of a safe with a slide attcahment in which a tiny panel, containing the preparation on which safety matches are lighted, may be slipped. Undoubtedly some way will be found to make the new sort of match and the pocket safe get along together."

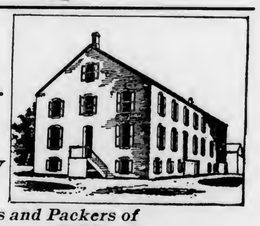
Walter B. Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE · WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

S. L. JOHNS, Packer of Leaf Tobacco, Office, Mc Sherrystown, Pa.
WAREHOUSES: Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.
Manufacturers of

High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

F. E. Eberly,
Manufacturer of
High-Grade
Union Made CIGARS
Stevens, Pa.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf.
Samples free to responsible houses.
Write for prices.

GENERAL NOTES.

The business men of Kingstree, S. C., will organize a company for the purpose of building a warehouse and organizing a tobacco market. The house will be ready for next year's crop.

Mexico produced this year twenty million pounds of tobacco. The number of factories at the close of the year was 740, with an output of fifteen million cigars and 364,699,301 packages of cigarettes.

Judge Madden, of Kansas, last week granted a tobacco man who claims to be a hypnotist permission to bury his wife alive. Some men, they say, bury their wives alive without asking a court's consent to do so.

Soloman Berman's cigar store at Trenton, N. J., was looted by small boys last Tuesday. The lads, stuffed with dime novel literature, intimidated a woman living near the scene into keeping quiet until they had accomplished their purpose.

Under date of November 18th, a news dispatch states that Jabez G. Sovalofski died in New York aged 105. He never used tobacco. Maybe if he had used the weed he would have lived a half century longer. At any rate he missed 105 years of a good thing.

The defense against American industrial invasion is being joined by tobacco manufacturers in Saxony, who are joining forces against the advances of the American tobacco men. They intend, it is said, to petition the Reichstag to place a retaliatory tariff on American imported tobaccos.

The American Cigar Company has made a proposition to the Greenville, S. C., Board of Trade to locate a factory there. Seven thousand dollars has been subscribed towards the erection of a building for the purpose. There is every indication that a sufficient amount will be raised.

The decision of Judge Fort, of New Jersey, regarding the unconstitutionally of the act providing for bi-partisan Excise Boards has created no little excitement in the cities and towns having bi-partisan boards of works and finance. The decision is believed also to affect the appointment of bi-partisan State Boards. The decision may result in closing the saloons of Camden and other cities of the second-grade and dealers who sell to the tavern trade are watching the outcome of the decision with considerable interest.

A new plague has come to add its mite to the burden of the dealer in the shape of the using of much paste and sweet glue in the making of some of the recent packages for little cigars. The mice like this condiment, and sometimes make havoc of the goods in extracting it. The best plan seems to be to keep such goods in mouse proof cabinets or boxes. Dealers who have not yet had a bitter experience of this kind will do well to take prompt advantage of this hint.

One of the World's contemporaries has the following: Energetic farmers who have tried in vain to raise Havana tobacco on American soil need not complain of their ill luck. Bright men in other countries, and even governments, have been, and indeed are still, endeavoring to raise Virginia and Carolina leaf on alien soils without success. At one time it looked as if Uruguay, Paraguay, and especially Argentina, would produce qualities similar to those of the United States. But the promise of the first crop was dispelled by the second, and the best Argentine leaf has never approached the poorest American grades. The French Government has tried many expensive experiments in Algiers, Tonkin, Cochin China, Senegal, New Caledonia and Madagascar, but has not yet turned out a really merchantable article. The last workers in the field are Belgium in Congoland, and Germany in both East and West Africa. The 1901 crops in every reported instance have been so deficient in quality that the planters despair of success. No returns have yet been received from the experimental stations in South and West Australia. It is believed by American experts who have studied the climate of that country that it is utterly unsuited for tobacco culture. America, the home of the plant, appears destined to retain the largest part of the industry founded upon the leaf. In one branch there will be a strong competition, viz., between the Perique of Louisiana and the black tobaccos of the Amazon and central Brazil. But in all others it will hold its present supremacy unchallenged.

PATENTS RELATING to TOBACCO, Etc.

713,886 Tobacco stripping machine; James A. Hutcheson, Richmond, Va., assignor to United States Tobacco Stemming Company.

714,028 Match lighter; Joseph Proops and S. Hilsur, New York City.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

Trade in Reading.

Reading, Pa., Nov. 25. 1902.

A. R. Orth, cigar manufacturer, celebrated his fiftieth birthday anniversary this week, and received congratulations from many friends After living in the first ward about 25 years, he is now about to move into the seventh, and will make his residence on the second floor of his business place. He recently purchased the property. Mr. Orth has been in the cigar business the past ten years and enjoys a large patronage He employs ten hands and sells over 300,000 of his Pompey cigars a year.

M. G Hollis & Co , the Turkish cigarette manufacturers, have received a deed of registration for their label "Hes Ra," through the efforts of Patent Attorney Edward A. Kelley Phillip Hangen, has been engaged as traveling salesman for the firm.

J. M. Goas has opened a cigar and tobacco store at Ninth and Greenwich streets, and has fitted out the place in a handsome manner

William Reed, of New York representative of the Doremus Automatic Bending Company, has been here negoitating with the National Brass and Iron Works, for the placing of a large order of automatic cigar machines.

Few local industries are busier than the cigar factory of Yocum Bros.; the hands are required to work overtime two nights a week owing to the heavy fall trade. More than 400 people are employed During the recent western trip of W. H. Yocum, one of the members of the firm, a large number of orders were booked for the firm's leading brands. Mr. Yocum says trade is good in the West. Crops have been good and everybody is busy, and he believes business conditions will be still better next year.

The cigar factory of Charles Styer has been closed, Mr. Styer having engaged in other business

The Industrial Cigar Company is very busy. The firm is doing an increased business and has a number of orders on hand. The trade outlook is regarded as favorable.

James Dengler has put in two new glass cases, one for the display of cigars and the other for smoking tobacco and pipes.

D. M. Conklin, a former cigar manufacturer of Reading, now of Yonkers, N. Y., was in Reading last week, looking up old acquaintances.

A. Thalheimer's box factory is one of the busiest industries in this city and is rushed with orders. Considerable overtime is being made each week. The firm annually turns out millions of boxes of cedar and poplar for the trade. At present the plant is manufacturing a small box for Yocum Bros. It is made to hold twelve cigars and they are being turned out at the rate of 5 000 a day.

At a recent meeting of the Cigarmakers' Union, six new members were elected and eight propositions were received. The union factories in this district were reported as very busy.

Reading's leaf dealers, J. L. & M F. Greene, John U. Fehr, and John A. Hain & Co., have been making some good sales recently and report an upward movement in the tobacco trade in this section. They state that cigar dealers are again making heavier purchases, and their trade has livened up recently.

James Glasser has started a cigar factory at Lyons and will engage in the manufacture of high grade cigars. He has orders enough on hand to keep him busy for some time.

A complimentary concert was held at Borrell's cigar store this week. Music was furnished by the Ringgold orchestra. It was greatly enjoyed by the patrons of the store.

A cigar factory has been opened at Stonersville, Berks Co., by R. B. Rhoads.

Mrs. Margaret Heidel has filed a bond for the business to be known as the Heidel Tobacco Co. The firm will manufacture chewing and smoking tobaccos.

Internal Revenue Collector Cranston is busy inspecting cigar and tobacco factories in this district. He states that the trade is active and that the output for the year will be larger than usual. The number of factories is steadily increasing.

—Retail cigar dealers' associations have been organized in almost all the large cities.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

JACOB G. SHIRK,
40 W. Orange St., Lancaster, Pa.
Wholesale Manufacturer Jobber
Plug and Smoking Tobaccos and Cigarettes
PLAIN SCRAP, SELECT BUTTS—Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT — KING DUKE GRANULATED
KING DUKE CUT PLUG — SHIRK'S BEST TWIST

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS
VIRGINIA

PERIQUE
MIXTURE
THE AMERICAN TOBACCO CO. NEW YORK.

Our Capacity for Manufacturing Cigar Boxes is—
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER.
L. J. Sellers & Son, Sellersville, Pa.

B. F. GOOD & CO.
PACKERS AND DEALERS IN **Leaf Tobaccos**
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. **Investor—5 Cents**
Phares W. Fry, Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs — Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty — ***CIGAR RIBBONS,***
Souderton, Pa.
Metal Embossed Labels — TELEPHONE. — Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST **Lithographers,** CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

Germany Contemplates Retaliation.

An active tobacco war is in progress in Germany as the result of the American Tobacco Company's entrance into the German field. The American bought up factories in Dresden and about November 13th bought up all the Turkish leaf tobacco in storage in Dresden, with a view, it is said, of securing a monopoly of the supply. As a result German tobacco manufacturers and retail dealers are clamoring for protective measures, and a counter movement to throw off the grip which the American tobacco interests have already obtained upon the German market.

To complicate matters, Harry Rothschild, of Rothschild Brothers & Company, of New York city, one of the most powerful rivals of the American Tobacco Company, has opened headquarters in Berlin. Inasmuch as the German tobacco market and its supply is not a monopoly, as in France, Russia and other countries, the fight for control promises to be a keen one.

The tobacco growers of Saxony have asked the Reichstag to increase the tax upon imported tobacco and there is a strong feeling among that body's members in favor of such a tax against American goods As one member stated, Germany should "show her teeth" to Uncle Sam in retaliation for his high tariff duties and "pestiferous activity" in extending trade. It is said that the gospel of "protection to home trade" is making many converts throughout Germany.

The Rubrecht Vending Machine.

A patent has been granted L. W. Rubrecht, of Riverton, N. J., for a new automatic cigar vending machine. The machine vending box is largely made of glass, permitting a good view of the cigars contained therein, the revenue, stamp and caution label. The mechanism for ejecting cigars is strong but simply made and handles the cigars without mutilating them. The machine works automatically—a coin placed in the slot being all that is necessary to set it in motion. The coin shute, the inventor claims, is far superior to the ordinary machine, in that no slugs, tins, etc., can pass through and thereby cause an ejectment of the cigars. Coins with holes in are rejected by the machine, as well as spurious coins. The machine receives a 100-cigar size box without injuring the box or lid in any way Other size boxes cannot be placed and worked by the machine.

The machine can be manufactured very cheaply, it is stated, and yet prove durable as well as ornamental Mr. Rubrecht has not decided whether he will place the machines on the market himself or make royalty arrangements for their manufacture. From the viewpoint of The Tobacco World there is an opening here for a shrewd investor to make money by putting the machines upon the market. It is understood Mr. Rubrecht will entertain a proposition for royalty use of the machines.

LATE REVENUE DECISIONS.

Snuff Packages.

A five-pound paper bag of snuff, bearing the usual caution notice, label and factory number and duly stamped, was submitted to the Commissioner for his approval. The applicant was advised that manufacturers are required to put up snuff in certain specified packages, but that there was no provision of the law or regulations authorizing a manufacturer to put up snuff in packages of paper containing five pounds.

Repacking Cigars.

A manufacturer advised that he had had returned to him a large number of cigars which he desired to remove from the boxes and place a paper band around each cigar. It was advised that if he removed the cigars from the original boxes they must be accounted for on his next monthly return, Form 72, and Book 73, and be repacked in new boxes and restamped; that no allowance could be made to him for the value of the stamps first used, which must be destroyed when the boxes are emptied, and that the original boxes could not be re-used for packing cigars.

Regulations for Leaf Dealers.

A dealer in leaf tobacco was advised that he must register (on Form 277). with the collector for his district, at each place where he received and from which he delivers tobacco to persons who purchase tobacco at that place, and that the condition would not be different although he should bill the tobacco and receive remittances at another office, and that it did not appear that he shipped tobacco from his principal office to his representative at another place for immediate delivery to other persons who had previously ordered the tobacco, as all tobacco received at either place of business must be properly accounted for on Book 59 kept at that place, and this record must show the number of hogsheads, cases and pounds of leaf tobacco purchased or received at that place, and of whom purchased or received, the number of hogsheads, cases or pounds sold or delivered by his representative, in each instance, of the person to whom sold, and, if shipped, to whom shipped and to what district.

Sample Imported Havana Cigars.

A consignment of Havana cigars, included a number of sample cabinets not containing statutory numbers of cigars, but as these cigars were intended to be used as samples by salesmen, and not for sale, the question was presented whether the importer would be required to repack the cigars in other packages or boxes containing statutory numbers of cigars, the tax on which could be paid by the use of a single stamp. It was advised that if the entry of such imported cigars embraced no less than three thousand cigars (as provided by Section 2,804 of the Revised Statutes), and the cigars put up in sample cabinets were not for sale, there would be no objection to the importer affixing to each sample cabinet a stamp of that denomination approaching nearest to the actual number of cigars contained in the cabinet, although denoting payment of tax on a larger number of cigars than actually contained therein; otherwise the cigars must be repacked in boxes containing such numbers that could be tax-paid by use of a stamp of the proper denomination.

Quasi Manufacturers of Tobacco.

A cigar manufacturer, operating several cigar factories in other districts, desired to qualify in his own district as a cigar manufacturer solely for the purpose of buying or receiving tobacco scraps, cuttings or clippings, and that it was not the intention to make cigars, but to distribute or transfer such materials to his other factories. It was advised that he should qualify as a manufacturer of tobacco, and not as a manufacturer of cigars, as provided by Regulations No 8, page 33, relating to quasi manufacturers of tobacco, who were privileged to buy and sell tobacco scraps, cuttings and clippings, and other products of tobacco and cigar factories and who were required to account on Book 74 for all material received, and report each month on Form 62 all material sold or transferred to other manufacturers, on special permits to be issued by the collector on Form 100, upon application therefor, as provided by Regulations, pages 8 and 9, respectively. The department has formerly decided that all cigar manufacturers not actually making cigars, and dealers in leaf tobacco carrying on such business, must qualify as manufacturers of tobacco.

OVERSMOKED.

Chauncey had a meerschaum pipe,
It was his only love;
Full twenty years he smoked it, and
It sent him up above.

BUSINESS CHANGES, FIRES, Etc.

California.
Randsburg—J. L. Jones, cigars, etc., succeeded by S. N. Weil.

Illinois.
Chicago—Roderick Ross, cigars, etc., bill of sale, $1,000.—Mrs. Paulina Spietz, cigars, out of business.

Indiana.
Indianapolis—Porter & Schoen Tobacco Co. (not inc.) incorporated.

Maine
Portland—C. K. Gage Cigar Co., manufacturers, assigned.

Massachusetts.
Chelsea—Wm. L. Perry, cigars, etc. closed out and removed to Malden.

Minnesota
St. Paul—John G. Hinkel, et ux, wholesale cigars, warranty deed, $750 —Wilbur Tibbils, retail cigars and tobacco, incorporated, with a capital of $100,000.

New York.
New York City—R. Gernsheimer, cigar manufacturer, sold out.

Ohio.
Cleveland—Holstein & Son, leaf tobacco, dissolved.
Dayton—W. A. Coblentz, cigars, etc., succeeded by W. H. Tanner
Van Wert—W. R. Kime, cigars, tobacco, etc.; sold out.

Pennsylvania.
Girardville—Richard Ayre, cigars, etc., satisfied mortgage, $10.
Olyphant—Union Cigar Co. (not inc.) cigar manufacturers, damaged by fire.

Texas.
Dallas—T. P. Marshall, wholesale and retail cigars, sold out.
El Paso—White & Pittman, cigars, succeeded by T. J. White.

Wisconsin.
Bristol—Jackson Watson, cigars, warranty deed, $900.
Janesville—J. H. Watson, cigars and tobacco, chattel mortgage, $350.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

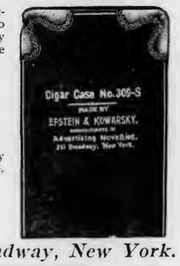
EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by
Name ____ Street, ____
City ____ State ____

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.

THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in

Leather Goods and Celluloid Signs



of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.
Epstein & Kowarsky, 351 Broadway, New York.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
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Manufacturers of
High-Grade Nickel
SEED and HAVANA
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Our Leading 5c. Brands:
"KENTUCKY CARDINAL,"
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Shipping Station, East Earl.
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WEAVER & BRO.
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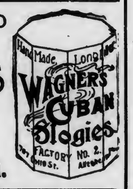
A. K. MANN, Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

CIGAR BOXES of Every Description
Gold Leaf
Embossed Work
A. Kauffman & Brc., York, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
MANUFACTURED ONLY BY
LEONARD WAGNER,
Factory No. 2. 707 Ohio St., Allegheny, Pa.



M. D. BOALES,
LEAF TOBACCO BROKER
Cable Address, "Boales," U. S. A.
Use Arnold's No. 5 Tobacco Cipher.
Hopkinsville, Ky

H. H. MILLER,
Leaf Tobaccos
Light Conn. Wrappers and Seconds
Imported and Domestic
SUMATRA and HAVANA
Nos. 327 and 329 North Queen St., Lancaster, Pa.

STAR OF THE TRADE
ALWAYS SPARKLES
THE TOBACCO WORLD

ESTABLISHED IN 1881. Vol. XXII., No. 49.
PHILADELPHIA, DECEMBER 3, 1902.
TWO DOLLARS PER ANNUM. Single Copies, Six Cents.

OLD HAVANA

We beg to call the attention of the trade to our importations of

First and Second Capaduras,
1900 and 1901 Crops,

Semi Vuelta and Vuelta Abajo

Also, a Factory Vega of Fine

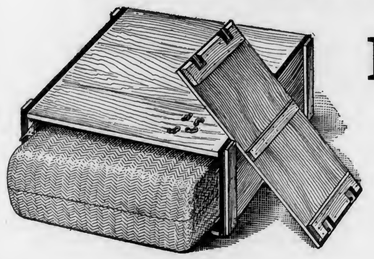
Partido Tobacco

LAVERGE & SCHNEIDER,

IMPORTERS OF

Sumatra and Havana
TOBACCO

No. 2 Burling Slip,



New York.

Rokin 85,
Amsterdam.

THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter XLIX.—TOBACCO ACORNS.

By J. STANLEY WINGET, of the Winget Machine Company.

The little girl's name was Cassie, but they called her Cassiopeia for short, and because she was a very constellation of brightness when it came to cutting tobacco in the old coffee grinder. Cassiopeia lived in one of the tobacco growing states of the South, and she was just ten years old when the war came to an end in '65 and her father undertook the slow and dubious work of getting on his feet again. His slaves were all freed and gone, and he had no money for hired help; the fine old mansion on the hill was a black ruin; his fields were a barren waste, and there wasn't a money-lender within a thousand miles charitable enough to warm the starving acres with a blanket or any other kind of a mortgage. So Cassiopeia's papa did the only thing he could do, he turned his pride out of doors and gave his attention to the cultivation of a small patch of tobacco. He did all the work of planting and of caring for the crop while it was growing, and in the curing barn, with his own hands, but after it was ripe and ready to be made into smoking tobacco he quit. Thereupon his wife, a rather languid lady, and his daughter, who was as sparkling, as busy and as noisy as a running brook, put the tobacco by handfuls into the coffee mill and ground it up. Then they packed it into little bags without a shadow of label on them and returned it to the head of the family, who contrived without loss of too much personal dignity, to sell it to the only customers he could find—the emancipated negroes who worked on other farms or in the nearby town.

And Cassiopeia was the happiest girl in all the south. It was no task for her young arms to keep that old coffee grinder going. The exercise made her strong and kept her cheerful. Her father's business prospered too, so that within a year or two he was cutting his tobacco in a grist mill, and sending it out in cloth bags with a very pretty label on the paper pasted on the outside of each of them, and the Ku Klux were now among his customers. Like the good and appreciative father that he was, he devoted the bulk of his improving income to the education of his daughter, who at twenty was the belle of her state, and at twenty-two

MR. J. STANLEY WINGET.

the happy bride of a very lucky young man from the North. Her married life has been spent altogether in New York city, and she has been frequently heard to say she learned so much about tobacco in those old coffee grinder days that had she been a boy instead of a girl she is sure she would have grown up to be the very greatest tobacco merchant in the whole world.

The coffee grinder and the grist mill have each been the foundation of many a great tobacco fortune. The tobacco plant makes no aristocratic pretentions of any kind. Provided it is left to grow and ripen, it doesn't care what means are taken to make it into snuff, chewing or smoking tobacco, cigars or cigarettes You may crumble it between your hands and fill your pipe with it, and if it is good tobacco it will taste just as good as though it had been prepared by the costliest machine that was ever invented. You may reduce it to powder between two stones picked up on the roadway, and if it is good tobacco it will make snuff good enough for the Pope's own nose, just the same as if it had gone through a hundred processes in the most lavishly equipped snuff mill on earth. Chewing tobacco, fine cut and plug, I will admit, require to be handled by machines, yet I have known many a man to make a satisfactory quid out of almost any old kind of tobacco he has been able to find. As to cigarettes, any man can make a satisfactory smoke with his own fingers out of any good brand of packet tobacco, and when it comes to cigars, who has ever smoked better than those made right under his own eyes by a salesman or dealer extolling the merits of his own leaf?

Machinery is indispensable for the production of chewing and smoking tobacco, snuff, and cigars and cigarettes in merchantable quantities in the greatly populated countries of the world, but do not let us forget that the coffee grinder and the grist mill were the originals of all our greatly improved modern machines.

The daily stunt of our little friend Cassiopeia at the coffee grinder in her mother's kitchen in those days of her father's trials after the war were no such new thing in America, for precisely the same homely kitchen utensil was employed for the same identical purpose of cutting up tobacco in New York, in Pennsylvania, and in New Jersey in the days immediately preceding the revolution, and in Virginia in colonial times.

The little coffee grinder acorns of the long ago and the more recent times have grown into very sturdy oaks, indeed, as we all very well know. Tobacco is manufactured in the United States in hundreds of great piles which house complicated and costly machinery, and finds its way to every corner of the globe, and in every continent besides our own are other vast establishments filled with like machinery. Every day in every civilized land where the manufacture of tobacco is understood you may hear the wheels go round. But to the ear of the contemplative historian the revolutions of little Cassie's coffee grinder drown the roar. Historians are bound to have logical minds, you see, even if they write in a humorous strain.

—

Next Week—Chapter L.—Immune from the Tax Gatherer, by S. L. Johns.

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FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
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Packers of Leaf Tobacco
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LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
Nos. 322 and 324 North Third Street, Philadelphia

JULIUS HIRSCHBERG HARRY HIRSCHBERG
Julius Hirschberg & Bro.
Importers of Havana and Sumatra AND Packers of Seed Leaf Tobacco
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Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA TOBACCO
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

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IMPORTERS AND PACKERS OF
HAVANA AND SUMATRA SEED LEAF TOBACCO
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Importers and Dealers in ALL KINDS OF Seed Leaf Havana and Sumatra TOBACCO
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IMPORTERS OF
DEALERS IN HAVANA LEAF TOBACCO
K. STRAUS
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SUMATRA and HAVANA
Packers & Dealers in LEAF TOBACCO
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LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
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GEO. BURGHARD
Importer of
SUMATRA and HAVANA
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IMPORTERS of
Young & Newman, Sumatra & Havana
211 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.
Y & N

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.
THE TOBACCO WORLD

GEORGE W. BREMER, JR. WALTER J. BREMER. OSCAR G. BOEHM.
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No. 119 North Third Street,
PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

THE TOBACCO WORLD
Established 1881.
PUBLISHED EVERY WEDNESDAY,
BY
TOBACCO WORLD PUBLISHING CO.
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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public, will be admitted.

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Remittances may be made by Post Office Money Order, Registered Letter, Draft, or Express Order, and must be made payable only to the publishers.

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No. 224 Arch Street, Philadelphia.

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DECEMBER 3, 1902.

THE ANNUAL REPORT of the Internal Revenue Commissioner for the fiscal year ending June 30th, 1902, shows that Florida manufactured 170,437,485 cigars while her fairly near neighbor, South Carolina, with an output of 444,779 cigars was the smallest cigar manufacturing state in the Union. Pennsylvania was the largest, having manufactured the remarkable number of 1,830,707 438. And the outlook for the present year is that the state will manufacture over two billions. Undoubtedly the facts that the Keystone State raises tobacco and that tobacco trade labor troubles are few have had much to do with the large outputs. The good work should go on.

An Old Story Revived.

Talk of Holding Sumatra Inscriptions in New York.

A bit of talk which is just now going the rounds of certain uptown hotels in New York, but which has not yet found its way to the down town leaf tobacco district, is a revival of the old old story that some day, and perhaps next year, New York will have Sumatra inscriptions of its own.

The gossips at the uptown hotels are saying that a syndicate of wealthy Hollanders who are thoroughly familiar with the Sumatra business, has sent its representatives to New York for the purpose of feeling the pulse of the trade, but as yet the pulse feelers have not come down to Water street and Pearl street, and it may be the whole thing is only a revamping of the old scheme which was first talked about in New York over a dozen years ago.

That the Sumatra plantation companies would very gladly back any scheme that promised to result in a larger sale in the United States of the leaf grown by them is probably most true. The United States takes only the finest tobacco grown in Sumatra and pays for it the highest prices, but it doesn't take as much as the Hollanders could wish. In no country in the world, not even here at home, is the marvelous growth of the cigar manufacturing industry of the United States watched with greater interest than in Holland. The bulk of the 7,000,000,000 cigars which are now annually being made in the United States is precisely that class for which the Dutch plantation companies believe they grow the most suitably wrappers, yet the United States are not buying more Sumatra now than they did when our total annual output of cigars did not exceed 5,000,000,000 and, worst of all, of late years the number of American bidders at the inscriptions in Amsterdam and Rotterdam has shrunk and shrunk and shrunk.

The high tariff on wrapper leaf is, of course, largely responsible for this condition, but that is no consolation to the Hollanders who, like all auctioneers, desire to possess as large a competing public as possible.

The talked of syndicate which is to have its headquarters in New York, would certainly have to pay the same duty on its importations of Sumatra leaf as other importers pay, but its expectation of a profitable business is based upon its magnitude of purchases which it would make at the inscriptions and upon the sales systems which it would inaugurate and follow in the United States.

There may be a modicum of truth in the story that the Dutch are again going to invade New Amsterdam, nowadays called New York, but, on the other hand, the entire story may turn out to be merely the talk of people who are fond of talking.

J. Brand's Mentor Brand.

J. Brand, for twenty years a successful cigar salesman, and well-known in Philadelphia, New York and New England, is now the distributer for Greater New York and the district up to Albany, and New Jersey, for the Mentor Egyptian

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
136 North Third Street
PHILADELPHIA
Our Retail Department is strictly up to date.

L. G. Haeussermann
Importer, Packer and Dealer in Leaf Tobacco
No. 23 North Third Street
Philadelphia

SUPERIOR GRADES
of
Sumatra, Havana and Domestic
TOBACCO
B. Liberman, WHOLESALE AND RETAIL, 242 North Third Street, Philadelphia.

D. PAREIRA & CO.
Importers of Sumatra & Havana AND Dealers in Seed Leaf TOBACCO
WHOLESALE AND RETAIL,
No. 1034 Columbia Avenue,
PHILADELPHIA.

S. Weinberg, IMPORTER OF Sumatra and Havana Dealer in all kinds of Seed Leaf Tobacco
120 North Third Street, Philadelphia.

LOUIS BYTHINER. J. PRINCE.
LOUIS BYTHINER,
Leaf Tobacco Broker and Commission Merchant. 308 Race St. PHILADELPHIA.
Long Distance Telephone, 4048 A.

GARCIA y CA. Leaf Tobacco Warehouse, Monte 199. Cable, "Andamira." **Habana, Cuba.**

LIPSCHUTZ'S "44" Cigar
The Only Five Cent Cigar made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
B. Lipschutz, 44 N. Twelfth St.
PHILADELPHIA.
Factory, 1235--37 Filbert Street,
is open to inspection at all times. Take elevator.

GRAULEY'S **Golden Rule** 5c. CIGAR
H. B. Grauley, Mfr., 627 Chestnut St., Philada.

Pent's **TAHOMA** FIVE CENT CIGARS
PENT BROTHERS, Manufacturers, PHILADELPHIA.

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
W. K. ROEDEL CO.,
41 N. 11th St., PHILADELPHIA.

EISENLOHR'S **Cinco** Philadelphia. Cigars

Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

"Lend thy serious hearing to what I shall unfold."—*Shakespeare*

WE CAN'T SELL TO EVERYONE, nor to a fraction thereof, but we do WANT A FEW MORE Good Jobbers and Retailers to give us a hearing as we feel confidant of interesting them in our line of Cigars. We want to serve you, and patiently await the opportunity.
Echo answers, "WHEN?"

PENN CIGAR COMPANY,
723 Chestnut Street, READING, PA.

GUMPERT'S **MANETO**
114 N. 7th St. Gumpert Bros.
Philada. Manufacturers.

Factory 1839.
Pathfinder
SOLD UNDER BONA FIDE GUARANTEE.
W. K. GRESH & SONS, Makers, Norristown, Penna.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
615 Market St. Philadelphia.

B. F. ABEL, Hellam, Pa
Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

cigarettes, manufactured by T. T. Timayenis & Co , of Boston, Mass. Mr. Brand's offices in New York are at 1285 Broadway, in the Manhattan Theatre Building.

The Mentor brand is a great seller throughout New England and has been placed with a large number of the leading jobbers and retailers of New York.

Joseph Brandstone, an experienced cigarette traveler, left on November 28, for the purpose of introducing the Mentor brand to the trade of Cincinnati, Cleveland and other cities in Ohio.

Sumatra and Cuban.

Government Growings as Officially Reported for the Past Year.

The annual report of the Secretary of Agriculture for the Government for 1902, just out is an interesting document, evidently prepared with great care and covers a large range of subjects. From it the World clips the following concerning the recent growings of Sumatra tobacco:

The commercial success of the shade-grown Sumatra tobacco in the Connecticut valley has now been fully assured, and the plan adopted by which last year's crop, after being carefully cured and sorted under the direction of the Department's experts, was catalogued and offered for sale at public auction under the supervision of the committee of tobacco brokers with Hon. E Stevens Henry, M. C., as chairman, proved highly satisfactory. Much credit is due the members of the committee for the time and expense they personally contributed in the interest of this investigation. The ordinary tobacco grown in the open fields in Connecticut brings from eighteen to twenty cents a pound. The average price paid for the shade grown tobacco was $1.20 a pound. The cost of this tobacco, baled and ready for market, averaged 51½ cents a pound. The net profit per acre on the best crop raised on a lot of about six acres exceeded one thousand dollars per acre. The reports from the cigar manufacturers show that the leaf of this Connecticut grown Sumatra tobacco has successfully stood the test of manufacture. At the present time the Department is advising and instructing 38 growers in Connecticut and Massachusetts cultivating 645 acres of shade tobacco. It may be said of this line of Department work that it has demonstrated our ability to produce a leaf for which about six millions of dollars have annually been paid to foreign countries. Experiments are being made in the growing of this tobacco in Pennsylvania, New York, and Wisconsin, but the Secretary inclines to the opinion that the conditions essential for the raising of a high grade of Sumatra tobacco are limited in extent and can be closely defined by the Soil Survey.

Concerning recent growings of Cuban tobacco, the report says:

The tobacco situation in Texas and Ohio has been thoroughly studied with a view to the production of a desirable type of filler tobacco equal to the imported Cuban leaf, and it is beleived that by careful methods of cultivation, fermentation, and assorting, this can be done In fact, leaf has actually been grown that can not be distinguished from the imported Cuban when properly fermented.

U. C. S. Co. Rumors.

The United Cigar Stores Company, it is common gossip in New York, has sent the best of its New York men to Chicago to do the best they can to save the day for the company in that very turbulent city.

Dame Rumor says some very harsh things concerning George Whelan, the president of the U. C S. Co. The dame has it that Mr. Whelan is not conciliatory enough, that he is not a diplomat but a bulldozer. According to her Mr. Whelan is in the habit of walking into the stores of retail tobacconists whose places he happens to covet with the loud mouthed declaration that unless they sell out on his terms he will crush them and crunch their bones between his teeth. Mr. Whelan is small of stature and slender. Nevertheless rumor ascribes to him the voice and manner of a seven foot tall longshoreman. Dame Rumor says that if Mr. Whelan had been more conciliatory he might have gotten many more stores in New York than he now numbers on his list and at the same time have avoided raising the storm which is at present raging around his head.

Dame Rumor which is thus harsh to Mr. Whelan is on the other hand indulgent enough to admit that the example set by the U C. S. Co. in fitting out its stores attractively and in dressing its windows to the best advantage is being followed by many other retail tobacconists so that presently a dingy cigar shop will not be found anywhere.

Edward C. Mayo in New York.

Edward C. Mayo, business manager of the P. H Mayo & Bro. branch, of Richmond, Va., ate his Thanksgiving turkey in New York.

ESTABLISHED 1844
H. UPMANN & CO.
HAVANA, CUBA
Bankers and Commission Merchants
SHIPPERS OF CIGARS and LEAF TOBACCO
MANUFACTURERS OF
The Celebrated H. UPMANN Cigar Brand
FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 3, HAVANA, CUBA

WALTER HIMML,
Leaf Tobacco Warehouse
AND
COMMISSION MERCHANT,
San Miguel 62, Havana, Cuba.
P. O. Box 397. Cable: HIMML.

CANO Y HERMANO
Almacenistas de Tabaco en Rama
SPECIALTY in PARTIDOS and VUELTA ABAJO
CABLE—DECANO.
Rayo 66, Habana, Cuba.

S. Jorge Y. P. Castaneda E. Pascual
JORGE, P. CASTANEDA & CO.
Growers, Packers and Exporters of
Havana Leaf Tobacco
Dragones 110
NEW YORK OFFICE: 168 Water St HAVANA.

HAMBURGER, BROS. & CO.
Havana, Porto Rico, Sumatra, Domestic.
Importers and Packers,
No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

Horse Show Catalogue Advertisers.

NEW YORK, November 27, 1902

DEAR MEDICINE MAN:

After my Thanksgiving turkey to day I treated myself to a Henry Irving cigar, and, between the courses, to a Condax straw-tipped Egyptian cigarette. Both were entirely new to me but my horses won big prizes for me at the show, and having seen those brands advertised in the Horse Show catalogue and feeling very kindly disposed toward the managers of the show and their patrons I have laid in a large stock both of the Roycroft Shop's cigars and E. A. Condax & Co's Egyptian cigarettes. The LeRoys which were also advertised in the Horse Show catalogue, are old, old friends of mine. I smoke them at odd times, but to-day with my Thanksgiving turkey, as I have said, I smoked Condax's and a Henry Irving.

As a patron of the Horse Show and as one rich enough to consider that the best of everything is good enough for me, I take the liberty of writing you, whose fame is spreading rapidly through all the clubs of New York, to ask you why it is that John W. Merriam & Co., E. A. Condax & Co. and L. Miller & Sons were the only manufacturers of tobacco products who advertised in the Horse Show catalogue? This catalogue, which as to its typography and general makeup left much to be desired, was circulated to the number of 30,000. I am told, and went into the hands almost exclusively of the rich. I should think that for this very reason this catalogue would be esteemed by all enterprising manufacturers and merchants as a most desirable advertising medium. I am so well pleased with the Henry Irving, the Condax and with my old favorites, the Le Roy, that it will probably be a long time before I change to other brands, if I ever do change. But if ever I do, it will probably be because some newspaper or periodical which I read or chance upon happens to contain an attractive advertisement.

LOTUS BROTHER.

Answer

I cannot possibly undertake to say why cigar and cigarette advertisements were not numerous in the Horse Show catalogue this year. Possibly the trade was not "drummed," and, on the other haud, it may be the trade is not all of one mind in considering the Horse Show catalogue a good advertising medium. I am rejoiced to learn that the three firms mentioned by my correspondent have secured him as a patron, and I venture to hope that his encomiums of their products will redound to their profit.

I thank my friend for his complimentary reference to myself in relation to the New York clubs. He will not take umbrage, and I am sure no one else will, at my statement that tobacco lovers will always find that the cigars, cigarettes, smoking tobacco etc., which are advertised in The Tobacco World are worth buying.

***

The Internal Revenue Collectors of the United States.

PHILADELPHIA, Nov. 29, 1902

DEAR MEDICINE MAN.

I desire to address a circular letter to each of the collectors of Internal Revenue of the United States. Will you, therefore, kindly give me a list of these collectors? S. R.

Answer.

Following is the list of collectors in office on June 30, 1902:

Districts	Collectors
Alabama	Julian H. Bingham
Arkansas	Harmon L. Remmel
First California	John C. Lynch
Fourth California	Henry C. Bell
Colorado	Frank W. Howbert
Connecticut	W. Frank Kinney
Florida	Joseph E. Lee
Georgia	Henry A. Rucker
Hawaii	R. H. Chamberlain
First Illinois	Henry L. Hertz
Fifth Illinois	Aquilla J. Daugherty
do	W. T. Murray*
do	Percival G Rennick
Eighth Illinois	Isaac R. Mills
Thirteenth Illinois	Wm. H. Powell
Sixth Indiana	Ambrose E. Newlin
Seventh Indiana	David W. Henry
do	John R. Bonnell
Third Iowa	John W. Patterson
Fourth Iowa	John M. Kemble
Kansas	Michael W. Sutton
do	James Simpson
Second Kentucky	Edward T. Franks
Fifth Kentucky	Charles E. Sapp
do	Rich. L. Gwathney*
do	Joseph A. Craft
Sixth Kentucky	David N. Comingore
do	George W. Lieberth
Seventh Kentucky	Samuel J. Roberts
Eighth Kentucky	James Denton
Louisiana	Louis J Souer
Maryland	Benjamin F. Parlett
Massachusetts	James D. Gill
First Michigan	Charles Wright
Fourth Michigan	Samuel M. Lemon
Minnesota	F. vonBaumbach
First Missouri	Henry C. Grenner
do	Ben. Westhus
Sixth Missouri	Frank E. Kellogg
do	Frank D. Roberts
Montana	Charles M. Webster
do	Edward H. Callister
Nebraska	Elmer B. Stephenson
New Hampshire	James A. Wood
First New Jersey	Isaac Moffett
Fifth New Jersey	H. C. H. Herold
New Mexico	Alex. L. Morrison
First New York	Edward B. Jordan
Second New York	Charles H. Treat
Third New York	Ferdinand Eidman
Fourteenth N. Y.	John G. Ward
Twenty-first N. Y.	Charles C. Cole
Twenty-eighth N. Y.	Archie D. Sanders
Fourth N'th Carolina	Edward C. Duncan
Fifth North Carolina	Herschel S. Harkins
N'th & S'th Dakota	Herman Ellerman
First Ohio	Bernhard Bettmann
Tenth Ohio	George P. Waldorf
Eleventh Ohio	John C. Entrekin
Eighteenth Ohio	Frank McCord
Oregon	David M. Dunne
First Pennsylvania	Penrose A. McClain
do	William McCoach
Ninth Pennsylvania	Henry L. Hershey
Twelfth Penna	Thomas F. Penman
Twenty-third Penna	James S. Fruit
do	Alfred M. Cavitt*
do	Daniel B. Heiner
South Carolina	Eugene A. Webster
do	George H. Huggins*
do	George R. Koester
Second Tennessee	Alonzo J. Tyler
Fifth Tennessee	David A. Nunn
do	John E. McCall
Third Texas	Webster Flanagan
Fourth Texas	Philemon B. Hunt
Second Virginia	Asa Rogers
Sixth Virginia	Park Agnew
West Virginia	Thomas E. Davis
First Wisconsin	Henry Fink
Second Wisconsin	J. G. Monahan

* acting collector

***

The High Mark He Set Himself Was a Cigar Stub.

W. R. Hearst, of New York, Chicago and San Francisco, pays people to say ill natured things about tobacco. His latest contributor is the Rev. Thomas B. Gregory, who tells a tale about an unnamed Michigan boy who made his own way in the world because early in life, when he was studying law, he set his mark high. If you want to see how thoroughly absurd an anti-tobacco crank can make himself, read the two following paragraphs from Mr. Mr. Gregory's screed:

"In the midst of a fragrant Havana the young attorney felt that his mental power was being sapped that his ideas were being blurred by the use of the weed—and he stopped right there, without taking another puff, and has not smoked since.

"Taking the half smoked cigar, he looked at it for a moment and then tacked it up against the office wall, where it remains to this day

"Early in life he set his mark high, kept his eye on the mark and made everything carry him a little nearer the realization of the mark."

***

The Antiquity of Pearl Street

In response to the request of a Secaucus correspondent, I subjoin the history of Pearl street, one of New York's two famous tobacco thoroughfares:

Pearl street was the early thoroughfare along the East River. It was the first street built upon. The colonists were timid about living outside the fort, and when they did go out they put their houses between it and a small battery. Thus the narrow, dingy part of Pearl street, between State and Whitehall streets, came into being. It was gradually extended until by devious ways it reached Broadway. It was the fashionable street for years. Then it became the great dry goods mart. In it are many sites of historic interest. On the corner of Whitehall street, where the big United States Military Depot is, and where the Produce Exchange used to be, William Bradford set up the first printing press seen in New York, in April, 1693. Just above that corner, in Whitehall street, the first church—Dutch Reformed, of course—was built. The church within the fort was a later structure. A block further—at the southeastern corner of Pearl and Broad streets, is the oldest building in New York. It has been somewhat modernized, and does not look its age. It was originally a mansion of the DeLancy family. Then it became a tavern, and has remained such. In it the Chamber of Commerce was organized in 1768; and after the British evacuated the city, in 1783, Washington made it his headquarters. Here he delivered his farewell address to his officers, on Dec. 4, 1783. On the upper side of Pearl street, at the head of Coenties Slip, you find the site of the old Stadt Huys, or City Hall built in 1646 and demolished in 1699—in which the first Congress of Colonial Delegates was held in 1690—called by Jacob Leister to devise means to repulse the French and Indians who were carrying desolation into New York and New England. In the middle of the next block, on the front of No. 90 Pearl street, you will find a stone recording the fact that there, on December 16, 1835, a fire started which burned for two days, and destroyed 648 buildings.

***

A Request.

Will F. J. Walton kindly send me his correct post office address?

THE MEDICINE MAN.

Continental Dividends.

The Continental Tobacco Company on November 26, declared a dividend of 1¾ per cent. on its preferred stock, payably January 2, 1903, to stockholders of record on December 20, 1902, when the books close. Books will open again January 3, 1903 Dividends are payable at the offices of the Manhattan Trust Co.

The company also declared a semi-annual dividend of 2½ per cent. on its common stock, payable January 2, 1903, to stockholders of record on December 31, 1902. Books do not close.

THE American Snuff Co. will erect a $20 000 warehouse, 125x150 feet, one story high, fireproof and provided with a trolley system for handling hogsheads of tobacco, at Nashville, Tenn.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Drascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J.S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HABANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. Habana, Cuba
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Habana.
Cable: ZALEZGON.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

TOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

Labor Troubles in Havana.

HAVANA, November 22, 1902

Little change is to be noted in the Havana market for the week ending November 22, and the volume of sales has been only slightly reduced, amounting to 4,850 bales in all made up of 2,150 bales of Vuelta Abajo, 1,300 bales Partidos and 1,400 bales Remedios tobacco. United States buyers took 3,300, Havana cigar and cigarette manufacturers 1,150, and for Europe 400 bales were taken out the market. Receipts from the country show a slight increase against the previous week, caused by arrivals of larger supplies from the Remedios district, while Vuelta Abajo is decreasing in quantity. The tone of the market is stiff for factory vegas, owing to the perceptible scarcity of such goods, good clean fillers are also firmly held, and only unstrippable colas and botes, fit only for cigarette purposes, remain easy.

The 1903 Crop.

As the weather has now settled down to dry and warm during the day and cool nights, tobacco farmers are actively at work replanting new seedlings and topping the few saved portions of the early growth in the Partidos. Cutting may take place on and after December 15 in the latter district, still, as the quantity is comparatively small, it will play no role to speak of in the aggregate crop, as the same can be classified only as a medio tiempo and tardido crop. However, as stated in a previous communication, a tardido crop is not necessarily undesireable, as there have been instances where it produced a fine, silky leaf of even color and good burn and aroma. If the weather should be favorable for the months of December and January, presents hopes for a good crop may be realized as to quality, while possibly the quantity might be smaller, owing to the smaller farmers not having the means to pay the present exorbitant prices for seedlings which range from $3 to $3 50 per thousand, and they are therefore compelled to wait until the prices become more reasonable.

The Strike.

Everybody in Havana is more or less anxious to know to what extent the strike begun by the cigar makers may extend, and how long its duration possibly may be. Although up to this date there is no telling how soon the holiday like appearance of the city may change to a scence of disorder and possibly bloodshed. The origin of the strike is so peculiar, that it is hard for an outsider to form the right conception and the meaning of it all. Ostensibly the cigarmakers quitted work in the "Villar y Villar" factory because they demanded better material, a certain percentage of Cuban-born apprentices, independent of color, and Cuban foremen, but no raise in their pay. The owners of the "Villar y Villar" are the Havana Commercial Co., and as no attention was paid to the cigarmakers' claims, every factory belonging to this company followed suit. On Tuesday the Henry Clay and Bock & Co. Ltd., factories also shut down, as well as all the independent establishments, including the cigarette concerns. Out of sympathy the public hackmen, omnibus drivers, and printers stopped work to day, and there is talk now of compelling the motormen on the electric railway to join, as well as the dock laborers, public street workers, and the trade unions all over the city. In the meantime the Mayor has tried to compromise with the owners of the cigar factories and the cigarmakers. The former were willing to accede to the Cuban apprentice demand, but otherwise would only treat about any other complaints with their workmen direct, and not with the Central Committee of the cigarmakers. The latter insist upon being recognized, and this is where the hitch comes in. Evidently the Mayor and also the Civil Governor ad interim are favoring the strikes on account of the approaching elections next month, and they suspended the Chief of Police, General Cardenas, because he had not stopped his men from the use of the club, when the latter were attacked by a mob with stones. This singular and arbitrary rule may be the means of creating violent disorder, when the strikers begin to feel the pangs of hunger, especially as the yellow press openly declares that the strikers would know where to get money from in case of need. Where can be the respect and fear of the police, if the latter are not allowed to use their clubs? Some people suspect that there is a scheme on hand to create disorder and then call on the American troops for assistance. That the present state of affairs is bound to help the annexation party hardly needs telling, unless the strike should be peaceably ended during the coming week. From eighty to ninty per cent. of the cigarmakers want to work, however, and are only intimidated by the radical 10 per cent.

STATISTICS SHOW
A. COHN & CO.
import the largest quantity of Sumatra Tobacco
CONSEQUENTLY
THE MOST COMPLETE LINE
CONSEQUENTLY
THE SUMATRA HOUSE
Prices always reasonable. Write for samples to
A. Cohn & Co., 142 Water St., New York

Arrivals in Havana.

A. P. Jarret, Vice-President of the United Wholesale Grocery Co., of Los Angeles, Cal.; Don Alberto Catterfeld, who returned to his Havana residence from his trip to Europe and the United States, and Sidney Goldberg who came back from his vacation north to take up his duties again in the firm of S. L. Goldberg e hijos.; George Mitchelsen, of St. Paul, and J. A. Paulis, of Minneapolis, Minn., arrived via Tampa, to-day.

Departures.

Henry C. Friedman and A. W. Waldman, who left for their homes in Chicago; Louis Kuttnauer, for Detroit, Mich.; B. Rovira and A Winterberg for New York, and Carl J. Kaffenburgh for Boston, Mass.

United States Cigar Manufacturers and Leaf Dealers.

A. Winterberg, of Montevierno & Co., New York, purchased 700 bales of choice Vuelta Abajo factory vegas exclusively, although, to satisfy the craving for light colors on the part of their customers he secured a few bales of Partido wrappers, which are included in the above amount.

Don Benito Rovira, of Ghio & Rovira, New York, bought 500 bales of Vuelta Abajo and Partido factory vegas.

Santaella & Co., of Tampa secured 300 bales of Vuelta Abajo fillers.

Louis Kuttnauer, of Louis Kuttnauer & Co., Detroit, purchased largely of the finest Veulta Abajo and Partido factory vegasand fillers, as well as Remedios tobacco, to the tune of 1,500 bales in all, and he did not dicker long as to the asking price either, when he saw the goods that he wanted for his northern friends.

Celestino Vega, of Chicago, acquired 300 bales of Partido factory vegas.

Doings of Havana Houses for the Week Ending November 22, 1902.

Leslie Pantin bought 2,000 bales of all classes, Vuelta Abajo Partido and Remedios, on commission.

H. Upmann & Co. secured 400 bales of Partido for the German market, and shipped (including part omitted last week) 1,500,000 cigars, chiefly for Europe.

Sobrinos de Antero Gonzalez sold 1,200 bales of Vuelta Abajo and Remedios.

Behrens & Co. purchased notwithstanding the strike, 350 bales of Vuelta Abajo factory vegas from San Juan y Martinez and San Sebastian.

Jose Santalla & Co. sold 700 bales of Vuelta Abajo and Partido factory vegas.

G. Salomon y Hnos. disposed of 300 bales of Vueltas, Partidos and Remedios.

Cano y Hno. closed 300 bales of their Vuelta Abajo packing.

A. Moeller is reported to have sold 400 bales of Remedios fillers.

A. M. Calzado & Co. exchanged 250 bales of Vueltas and Partidos for cash.

Bruno Diaz & Co. closed out 200 bales of Partidos, principally wrappers

Jose Menendez sold 200 bales of his Caimito packing.

Sanchez y Cueto disposed of 100 bales of Vuelta Abajo (a factory vega).

Neuhaus, Neumann & Co shipped a large quantity of cigars by the Morro Castle.

Charles Blasco is kept very busy attending to the various kinds of business that he has charge of, besides buying leaf tobacco on commission and shipping 400,000 cigars by the Morro Castle leaving this week.

Sutter Bros. seem never to be idle, as their manager, Don Marco Pollack, can be seen wherever tobacco is for sale, and he always has some customers to look after, as the latter seem to arrive by almost every steamer from the north.

Manuel Menendez Parra is sure a demand will spring up for Remedios tobacco ere long; in the meantime he is content to execute sample orders of 50 bales to represent lots of 500 bales.

Garcia & Co. have nothing to report yet, but Don Manuel Garcia is known to have made some purchases in the country again, and also to have sold several good sized lots.

Walter Himml has enough orders on hand to buy for his particular friends in the United States, although he has not yet succeeded in closing several deals that are pending, on account of a slight difference in his limits.

Don Bruno Diaz has gone to the country, "Vuelta Arriba," to hasten his convalescence from his late attack of grippe, and Don Dorroteo Herrera in the meantime is at the head of the firm of B. Diaz & Co. ably representing the house, as its sales indicate. The many friends of Don Bruno wish him a speedy and complete recovery.

	Week ending Nov. 22. bales	Since Jan. 1. bales
Vuelta Abajo	1,928	168,990
Semi Vuelta	504	12,306
Partidos	565	57,688
Santa Clara and Remedios	3,242	119,247
Matanzas	—	77
Santiago de Cuba	—	145
Total	6,239	358,453

[Since the receipt of its Havana letter, the World learns, as has probably the reader, that the strike, written of by our correspondent, is over.]

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG.
H. S. SPRINGER, Mgr.

CHICAGO, 56 5TH AVE.
J. N. WIDDIFIELD, Mgr.

SAN FRANCISCO, 320 SANSOME ST.
L. S. SCHOENFELD, Mgr.

F. GARCIA, BRO. & CO.
Growers, Packers
and Importers of
Havana Tobacco
New York
No. 167 Water Street
Aguiar 95, Havana, Cuba Placetas, Cuba

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.
OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND
HAVANA, CUBA.
NEW YORK.

Bridat, Mont'Ros y Co.
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers
of
Sumatra Tobacco
Cable Address
"HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

RETAILERS PERMANENTLY ORGANIZE.

Interesting Meeting Monday Night at Odd Fellows' Temple

PERMANENT OFFICERS ELECTED, RESOLUTIONS ADOPTED AND UNION TRADEISM DISCUSSED—TO MEET AGAIN IN JANUARY.

A meeting of the retail cigar and tobacco dealers of Philadelphia was held in the Auditorium of the Odd Fellows' Temple Monday night for the purpose of effecting a permanent organization. I. Aussprung presided and when he called the meeting to order, hardly more than 100 persons were present. Briefly stating the object of the meeting, Mr. Aussprung called upon John W Marshall to read resolutions promulgated by the executive officers and to outline the proceedings already had in forming the organization.

Mr. Marshall referred to the visit of S. W. Roth to Philadelphia on Tuesday, November 18th, and of how he met some twenty five retailers and with them held an informal meeting at the Continental Hotel at which it was determined to hold a mass meeting and push the work of organization. He told of the Musical Fund Hall mass meeting, held Friday evening, November 24th, at which a temporary organization was effected and at which about 300 retailers signed applications for membership Then, Messrs. Tuck and Cutler, appointed a committee on permanent organization, secured headquarters at Room 205. Odd Fellows' Temple and sent out the call for the permanent organization meeting.

Mr. Marshall read the preamble and resolutions promulgated by the executive committee The preamble—a long one, set forth the necessity for protective organization, the existing unsatisfactory trade conditions and the reasons for the entrance of the trust into the retail trade market. The resolutions follow:

Resolved, That we, the retail dealers in cigars and manufactured tobacco of Philadelphia, do form ourselves into an association for the better protection of our trade interests.

Resolved, That we will direct our attention to the products of those manufacturers who have manifested a commercial consideration for the interests of the retail cigar and tobacco dealers of Philadelphia

Resolved, That we will encourage the use of goods of a high standard of quality produced by the independent manufacturers and the makers of union goods who avoid all methods inimical to the retail interests.

Resolved, That we earnestly desire the citizens of this city may thoroughly understand our position in the matter of such vital importance to the future welfare of the retailers, and that the public may fully appreciate the necessity of a united action in devising ways and means to maintain this source of livelihood.

The resolutions were adopted and then Jos E. Tuck, addressed the audience. Mr. Tuck seemed to take great pleasure in reading a number of articles from last week's Tobacco World bearing upon the organization movement and giving the views of different Philadelphia tobacco men upon the necessity for organization or vice versa.

The election of permanent officers was then taken up and resulted as follows: President, Joseph E. Tuck; vice president, John Klindworth; secretary, John W. Marshall; treasurer, F. W. Falk. The Board of Directors consists of Frank Vetterlein, William O'Keefe, Isidore Ansprung and Edward Baker.

A general discussion of the objects and purposes of the organization was gone into and among other questions that arose was whether it was advisable for the retailers to affiliate with the Cigarmakers' Union. Radical differences of opinions were expressed and it was easily to be seen that several of the speakers were strong Cigarmakers' Union men who desired the retailers to recognize their union. President Tuck said the retailers had a clearly cut issue to contend with and that it would be inadvisable to leave that issue and fight for the interests of others. Each organization should go its own way, fight its own battles and help each other if possible. No decision was reached upon this question, nor upon another, the advisability of taking action to have the old "Blue Law," closing cigar stores on Sunday, repealed.

President Tuck announced that the next regular meeting of the Retail Cigar Dealers' Association would be called early in January. December being the busy month for members they would be unable to attend a meeting before. The meeting then adjourned.

Including those who joined last night the association now has 600 members and it is to be increased to 1,000 by January 1st if possible.

Counting the Guessers.

Florodora Figurers Won't Know Their Fate for six weeks at least.

Pieces of mail to the number of 1,000,000 and over have been received by the Florodora Tag Co. at its offices on the corner of Bay and Provost streets, in Jersey City, N. J., during the past four months in response to its offers of cash prizes, ranging in value from $5 to $5,000, for the nearest estimater of the total number of cigars paying the $3 per 1,000 tax produced during the current month. The time for forwarding estimates under the company's offer expired on November 30. Scores of thousands of guessers are still being received. Many people waited till the last moment before sending in their estimates, and it will probably be several days still before the last one mailed on November 30 shall be received and counted. It is altogether probable that when the final count is made it will show that about 20,000,000 estimates have been received.

When the Florodora Tag Company opened its offices in Jersey City at the beginning of last August, the force on hand consisted of a manager and one clerk. Last Saturday 210 people were on the company's pay roll. The work of receiving and counting the estimates is thoroughly systematized, and an accurate tally is kept of every consignment of cigar bands received Each consignment, as soon as it has been received and recorded, is dumped into a hopper whence it goes into a burlap bag. These bags are burned with their contents. Every estimate is stamped with the date of its receipt and is then securely locked away. The stamping and dating of each estimate is deemed by the company the simplest and safest way to handle the matter. After the estimates are locked up no one has access to them excepting the manager, and he will not examine them again until the official statement of the December production shall be given out from Washington some time toward the middle of the third week in January.

While it is true that the greatest number of estimates come from the most largely settled portions of the United States, estimates have also been received from Alaska, from the Hawaiian Islands, and from the Philippines. Most of the people who sent in estimates, sent them through the mails, but the majority of those who sent in 1,000 bands and over, packed them in boxes or tin cans and forwarded them by express. One man who sent 100 Cubanola bands took the trouble to paste his bands on the pages of a little blank book. The work was very neatly done. In some cases the bands were strung together on sewing thread, but most people simply dumped the bands into the envelopes or boxes in which they sent them to Jersey City.

A great many people in all parts of the country who failed to read the Florodora Tag Company's prize offer with the close attention it deserved have sent in box fronts and tobacco tags under the impression that 100 of each of these entitled them to four guesses. For the purposes of estimating the December output of cigars, box fronts and tobacco tags didn't "go." Nevertheless the senders will get a receipt for each 100 box fronts or tags and these will be exchangeable for presents.

It is impossible, at this moment, to estimate wirh anything like approximateness the exact number of guesses that have been sent in. If every one of the guessers had sent in only 100 bands it would be easy enough to multiply the pieces of mail received by the company by 4, because each 100 bands entitled the sender to four guesses, but thousands of people, most of them retail or whclesale dealers in tobacco, sent in bands by the thousands, and were careful to make four guesses to each 100 of them.

The general impression at the beginning of the current month is that the official figures will show that the total production of cigars paying the $3 tax between December 1 and December 31, 1902, will be somewhere between 495,000,000 and 530,000,000. But we won't know the exact figures until they are given out from Washington next month.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1,
TAMPA, FLA.
NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest
Havana
Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I. M. JACOBY
I. J. SCHOENER & CO.
IMPORTERS & PACKERS
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL HABANA

FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA

SOL and LUIS MARX

Gervasio 144-146, Havana.

JOSE SANTALLA Y CA.

Almacenistas de Tabaco en Rama

164 Front Street, NEW YORK. AMISTAD 94, y SAN JOSE 1, HABANA.

CABLE: TALLASAN.

Register Your Trade Marks with The Tobacco World.

Laverge & Schneider to Dissolve.

Laverge & Schneider, large importers of Sumatra and Havana tobaccos, of 2 Burling Slip, New York, will dissolve partnership on January 1 1903. The business will be continued at the old stand under his own name by M. F. Schneider.

Sigmund Rosenwald's ---th Birthday.

Sigmund Rosenwald celebrated his —th birthday on November 27 In honor of the occasion he gave a dinner to twenty four of his nephews and nieces at Delmonico's During the festivities Mr Rosenwald was the recipient of numerous cablegrams and telegrams from all parts of the world and the United States.

"Romy" Fisher to Canada

Jerome ("Romy") Fisher left for a visit to the trade of Canada in the interest of A Cohn & Co. December 1.

Romy Fisher, like his big brother Henry, has grown up in the service of A. Cohn & Co. The present is his first trip as a leaf traveler. The one advantage he possesses, besides that of youth, is a thorough knowledge of the merchandise which it is his mission to sell. Romy's first stop in Canada will be at Montreal.

One Per Cent. Reduction

J Pierce Flowers, Manager of the Eastern Department of the Lovell & Buffington Tobacco Co., of Covington, Ky., has been traveling Pennsylvania recently in the interests of his house and reports good business. Mr. Flowers states that during December his firm will make a one per cent. reduction on the list prices of all their goods, among which are Bull Dog, Fountain Fine Cut, Virginia Gold, Mountain Rose, etc., etc Jobbers especially will learn of the reduction with interest.

J. Bernheim & Son Engage Willie Levison.

J Bernheim & Son, the well-known importers of Havana of New York, on December 1, secured the services of Willie Levison to represent them in Pennsylvania.

AS A RULE, the man who possesses the largest stock of personal hard-luck stories is the man who possesses the least business energy.

The Keystone Cheroot Company, Ltd.

GEORGIA GEMS CHEROOTS

Three for Five Cents

BEN ROY Cigarros

Five for Five Cents

MINUETTES Cigarros

Ten for Ten Cents

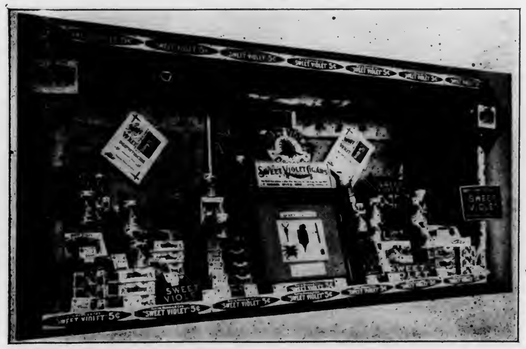
I-TABA CROOKS CIGARS

Three for Five Cents

Main Office, Hanover, Pa.

WESTERN CURIOSITIES

Used with Telling Effect in a Newly Planned Window Display.



The value of attractive show window advertising is so well appreciated that many plans are originated almost daily in all lines of business. Above the World prints an illustration of an unusually handsome window exhibition designed by J. Edward Cowles, manager of the cigar department of Austin, Nichols & Co., of New York, for both retail cigar stores, those of manufacturers and also druggists. The illustration speaks for itself but it may be stated that tastefully intermingled with the boxes of Sweet Violet cigar, is an interesting and instructive exhibit of scorpions, tarantulas centipedes, horned toads and other odd bugs, reptiles and "monsters" which are found in Arizona and New Mexico and which are but rarely seen in the East These fine specimens are collected by Indians and their supply is limited—hence their great value in window displays. It is probable that dealers who desire the use of the collection can make arrangements to that end by addressing the firm as above.

FAUGH A BALLAGH

GRANEY'S

Columbus, Ohio.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited Write for Samples.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. **MT. CARMEL, PA.**

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia" "Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St. 63 & 64 South St. 9 & 93 Pine St.
BONDED STORES: 182. 186. 188 and 257 Pearl street
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st Baldwinsville, N. Y.; R. F. Thorn. Elmira, N.Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O: H. C W. Grosse, 213 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Jno. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co Corning, N. Y.: W. C. Sleight.

The Cranz Sumatra Covers

From a cigar manufacturing firm in Pennsylvania which, as it chanced was the first recipient of a bale of Sumatra imported in the Cranz Sumatra covers, F. & E. Cranz, a day or two after the bale had reached its destination, received the following warm letter of commendation:

"With reference to your new packing of the bale of Sumatra which we received, being the first firm in the United States having received this packing, as per your statement, we wish to say that we are much pleased with it. The tobacco was opened and was in fine condition, hardly a leaf being broken or rubbed. Through the iron having a smooth surface, the package will not injure the tobacco by being thrown around. We would prefer to have all our tobacco shipped in this new packing. We have shown the packing to a good many tobacco agents. Most all of them like it."

A Tale With a Moral.

Pretty Woman's Escort Teaches Leaf Salesman a Lesson.

The majority of leaf tobacco salesmen traveling out of Philadelphia are gentlemany business men, who think enough of their house and themselves to observe the amenities of life. An exception proves the rule in their case, as well as in others, and the World representative learns of an exception which he will relate in order that it may prove a warning to any salesman who may, in the future, so far forget himself as to "flirt" when going about.

A leaf salesman, young, and fairly well described as being "fancy"—both in speech and in dress—who lives in Philadelphia and is noted for his "cheek," went into the Broad Street Station of the Pennsylvania Railroad Thanksgiving Day. He was accompanied by another leaf salesman.

The "fancy" leaf drummer, noticing a pretty, neatly-dressed and ladylike woman at an adjoining newstand, at once concluded she could not resist his charms and tried to start a flirtation. But she did resist and resisted with a big R. Result: Mr. Leaf tried all the more to "flirt" with her. By this time her escort, who had been busy nearby, returned, "caught on," and without even a preliminany cough, proceeded to walk the masher "Spanish-" (not Zimmer, but) fashion, while at the same time he inflicted well merited verbal and fisticuff chastisement.

The second salesman, when called upon by "Fancy" for help, exclaimed, "You monza! Serves you right!" and turning upon his heel, left the station.

The pretty woman thanked her escort with a warm smile, upon his return.

Sumatra Smugglers Held.

The five men who were arrested in Hoboken on November 21, on a charge of smuggling Sumatra tobacco were arraigned before Commissioner Russ on November 28 and held under bail. They are Isaac Reimer, of 81 Sheriff street, New York; Alphonse Sutter, 9 Ocean avenue, Brooklyn; Henry Heilmann, a sailor on the Kaiser Wilhelm der Grosse; Rnskin Berg, a steward on that vessel, and William McCormack, of 811 Washington street, New York.

Berg said that on November 21 he was told by Steward Gustav Fritcher to go between decks and help in getting out some tobacco; that he and the other men unloaded about 1,000 pounds of tobacco into a lighter that was alongside, and from there placed in a skiff, and that at the foot of West Fourth street, Hoboken, the tobacco was put on a truck. They were arrested by revenue officers. It is said that Fritcher sailed on the Rotterdam on Saturday last.

PHILA. LEAF MARKET.

The leaf market has been a fairly satisfactory one during the past week, although lots sold were in small rather than in large quantities. Sales of twenty-five cases were frequent.

There has been a fair demand for 1901 Wisconsin, Zimmer Spanish and Big Flats, 1901, and what was offered was picked up A fair demand exists for Pennsylvania seed leaf, 1900. So far as known there were no transactions in the same leaf of 1901.

Havana and Sumatra has been moving along about the same—no large sales, but a fairly steady demand for small lots.

Business with cigar manufacturers, with few exceptions, is reported "rushing." They are working day and night to fill orders and the end of the busy season is not yet in sight.

EXPORTS.

Liverpool—82 hhds; 88 tcs; 128 tons; 13 tcs. tobacco strips.

CIGAR MANUFACTURERS NOTICE!

That in connection with the advertisements of John R. Williams to the effect ***that the case of Williams vs. Liberman had been decided in his favor,*** we beg to say that the announcement is, and was intended to be misleading. ***It was not a suit brought by Williams against us,*** but was merely ***an interference proceeding*** between our application for a patent on a certain roller, which was filed by us in ***February, 1901,*** and his application for a patent on a roller, ***which was not filed until April, 1901.*** The decision referred to in the advertisements is simply ***the decision of the Examiner of Interferences,*** and from which

An Appeal is Now Pending.

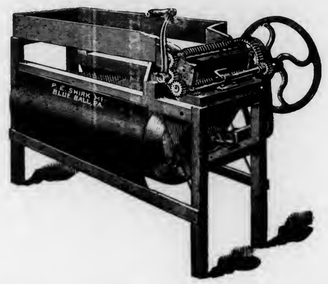
While we have no wish to assume the bragging attitude assumed by the John R. Williams Company, it may, however, be stated that ***the issue of a patent to Mr. Williams is by no means a foregoing conclusion,*** as intimated in the latter part of their advertisements. **No patent will issue touching the subject-matter of this interference until a decision is reached in the court of final resort. At all events we shall protect the users of the Liberman Suction Tables against loss.**

We will guarantee users of our Machines against damages, *and will continue to sell the Machines.*

The Liberman Manufacturing Company,

223--5 South Fifth Street, Philadelphia.

THE DAISY
Tobacco Cutting Machine



Noted for Clean Work and Uniformity of Scraps. It cuts tobacco in a moist state, avoiding dust and waste. It is suited for bunching machines or hand work. These are desirable features in any cigar factory.

THE DAISY
Cigar Box Trimmer

This machine is well designed and well made. It is durable, and the most desirable **Cigar Box Trimmer** ever built.

FOR PRICES AND FURTHER PARTICULARS, ADDRESS

P. E. SHIRK, MANUFACTURER,

BLUE BALL, (Lancaster County) PA.

JUST SAMPLED and READY FOR SALE,

Six Thousand Cases

1901 Pennsylvana,

and

Four Thousand Cases

1901 ZIMMER, GEBHARD and DUTCH

The Best Packing we have Ever Put Up.

S. L. JOHNS,

Packer of Leaf Tobacco, Office, McSherrystown, Pa.

WAREHOUSES:

Hanover, East Petersburg, York, Mountville, and Rohrerstown, Pa.; Suffield, Conn.; Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, Main Office Dayton, O.; Janesville, Wis.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

17

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK — **KRUEGER & BRAUN** — NEW BRANDS Constantly ADDED

LITHOGRAPHERS AND PRINTERS. Samples furnished on application 322-326 East 23d St. NEW YORK.

THE LOCAL TRADE.

IT WILL LIVE.

So near as the World can learn from a general canvas of the retail trade and dealers, their disposition is to keep their recently organized association alive and vigorously push ahead the work of securing new members Like all new movements there are obstacles to be met and difficulties to be overcome. Many men in a movement of like nature, hold back for awhile in order to see if the new organization will be a success; and then, when they see that it will be one they make due haste to join. And such is the case with many of the retail dealers in Philadelphia. As noted, the Philadelphia organization, from all reports, will live.

ONE MEAL A WEEK.

A number of ladies began to discuss the virtues of their respective husbands, when every other topic was worn threadbare.

"My husband," said one, "never drinks and never swears—indeed, he has no bad habits."

"Does he ever smoke?" some one asked,

"Yes, he likes a cigar just after he has eaten a good meal. But I suppose on an average he doesn't smoke more than once a week."

DEMAND FOR OLD ZIMMERS.

Both members of the firm of Dotts & Keely, leaf importers, have been "on the road" much of the time lately and while they secured their share of business in general, they found an excellent demand for old '99 Zimmers, of which they fortunately had good holdings and were thus able to supply the demand. They also had quite a demand for their remaining holdings of 1901 Zimmers.

RAISED TOBACCO AND BLANK.

According to a returned leaf house salesman who visited the Pennsylvania counties where the fragrant weed is induced to come forth to a goodly size and fine flavor, he—the salesman—inquired after an old farmer friend.

"How is Uncle Zeb?" he asked "and how did he do on tobacco this year?"

"Did so well," tersely answered the warehouseman, "did so well raising tobacco that now he's raising hades"

Uncle Zeb was certainly doing it—for he had got to the point where he couldn't keep still and was yelling "Remember the Maine!" and other unfarmly things.

ALLEGED SPASMODIC CRUSADE.

The movement to compel the confectionary and cigar store proprietors of Philadelphia to close their places of business on Sunday continues. A number of arrests were made for Sunday opening on Monday, November 24th, and again last Monday a number of additional arrests were made. The closing "crusade" has been tried before—and will probably fizzle out the same as of yore.

AT HIS DESK AGAIN.

Otto Eisenlohr has returned home, and to business, greatly benefitted in health, from his visit to Lakewood, N. J. He was at his desk in the Market street house Monday, busy with callers and other business. Charles Eisenlohr stated that Christmas trade this year with the house would surpass all previous years' records. Regular trade is also good.

FAVORS THE MOVEMENT.

Mr. Pent, of the Reading Terminal cigar emporium, is having excellent trade in his leading brand, the Tacoma, and says general trade is good. Mr. Pent favors the retail cigar dealers' association movement and will probably become a member.

THE NEWS PLEASED HIM.

"We are very busy catching up with orders," said Mr. Moorhead of Duncan & Moorhead, (Marcello) and Christmas business is unusually good."

H. Ashburner, a representative of the firm on the road is now "doing" New York State and from the many orders he is sending in, he is hustling.

While the World reporter was visiting the firm Monday afternoon Mr. Moorhead received a cablegram from the firm's Cuban representative that the Havana cigar makers' strike was over.

And the news pleased Mr. Moorhead, of course.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New. Eight Stories High 84--85 South St., New York

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84--85 South St., (Tel 2191 John) New York.

Inspection Branches.—Thos B. Earle, Edgerton, Wis; Frank V. Miller, 206 North Queen street, Lancaster, Pa; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton O; John H. Hax Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield Mass.; Jerome S. Billington, Corning, N. Y

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."

☞Samples to Responsible Houses.☜

Cigar Molds

ASK FOR OUR NEW CATALOGUE No. 5

Illustrating 1,500 of the Latest and Up-to-Date

Cigar Mold Shapes

and everything in the line of **Cigar Manufacturers' Supplies** that can be used to advantage. It will interest any up-to-date cigar manufacturer. We can save you money and please you at that.

THE STERNBERG MANUFACTURING CO.

1702-1712 W. Locust St., Davenport, Iowa.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

THE COON IN THE WOODHEAP.

Two weeks ago Mr. Reed, Philadelphia manager of the United Cigar Stores Co., somewhat warmly stated to a World reporter that his company had not leased the premises at 820 Chestnut street. A large sign is now on the display window of the store, 820 Chestnut street, and the sign states that as soon as alterations are completed the place will be occupied by the United Cigar Stores Company.

The "coon in the woodheap" is apparent.

THEY'RE BUSY.

At Fulweiler & Bros., the genial manufacturers of the popular brands Lew. Wallace, Princess of India, etc., all is busy and the many employes are trying to fill regular and holiday orders.

ONE FROM THE WEST.

A story comes from Montana that several cowboys there have taught their bronchos (small ponies) to chew tobacco. A case of plug chew plug, it would seem.

DOUBLY BUSY.

The large cigar manufacturing plant of Vicente Portuondo is unusually busy at present, made so because the Christmas orders are plentiful and the establishment is also preparing next year's samples. Many new shapes have been gotten up as well as sizes and the firm intends to retain its reputation for originality and vim.

Salesman Harry Mills is temporarily helping out during the rush—with advice and ideas—but will start west January 1st.

A GENTLE HINT.

He (spouting)—"I love the good, the true and the beautiful."

Tired Proprietor—"Try one of my new Perfectos; only ten cents"

CUBAN VISITORS.

Milton Herold, accompanied by his wife, left last week for a Cuban visit. Mr. Herold is secretary of the Loeb-Nunez Havana Co. and will attend to business for the firm as well as enjoy a vacation.

MISPLACED PHILANTHROPY.

"Young man," said the well-meaning law and order man, "you are smoking a fine Havana. Maybe if you had eschewed the weed you would now own yonder magnificent office building."

"Don't worry, Nosey," answered Vandergould, "I do."

A WORD AS TO PIPES.

Through C. H. Jaep & Co. the World learns that in pipes for the coming holiday season, an imported French brier promises to become a decided favorite with users of the bowl. It is a beauty in appearance and is credited with giving the owner an unusually pleasing smoke.

Owing to the destruction by fire of a large New York pipe manufacturing factory recently, the pipe market is short on a number of sizes and makes, and hence jobbers and others are behind with their orders.

Manufacturers and jobbers report the pipe trade as being brisk.

GUS ON THE TRUST.

Augustus Koenig was seen by a World reporter yesterday and referring to the retailers' get-together movement he said: "Why should I bother about organization so long as I am busy? I never was afraid of the trust. I can sell against any trust that arises. Now about the trust downing us—why see here, we have too many rich men in the field for any combiuation to down. Let the trust drive our rich dealers out of the field first and then I'll think of a protective organization."

NO NEWS IS GOOD NEWS.

"Busy?" inquired the World reporter of I. Langsdorf of the Roig-Langsdorf factory yesterday.

"Very," he replied.

"Any news?"

"No news."

"Good day, sir."

"Good-bye."

MR. TELLER FAVORS IT.

M. Fleischman, with Rossin & Son, New York, was a caller at the Frank Teller & Co. factory yesterday. So was a World reporter, and

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

FOR SALE.—Old established (50 years) Wholesale and Retail Tobacco Business, with or without cigar and tobacco factory, in prosperous Pennsylvania city of 100,000 population. No good-will asked. Stock, fixtures and property at reasonable prices. Present owner for 20 years. Address box 90, care of Tobacco World, Phila. 11-12-4t

NOTICE TO JOBBERS — We will supply you with Strictly Long Filler Sumatra Wrappers, 4¾ in. long, packed in 1-20's—25 per bundle—in lots of 1,000 and upwards, for $18 per M., C. O. D. Sample of 25 for 50 cts. Address E. X. P., Box 88, The Tobacco World, Phila. 11-12-5t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

26 JOHN R WILLIAMS CO. Suction Tables for sale. Price for the entire lot, $390. Address MACHINES, Box 110, care of Tobacco World. 8 6-tf

WANTED—Second hand mold press in good condition, to hold 20 or more molds. DIXIE TOBACCO CO., Bedford City, Va. 12-3-2t

WANTED—Salesman for leaf tobacco, for Philadelphia. Address Box 79, care of Tobacco World.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin
High Grade
Seed and Havana Cigar.
Celebrated Everywhere. None Better.

Different from all. Have you noticed it?
Made in All Sizes, at Popular Prices.
If you do not know the goods, we solicit correspondence.
La Buta Cigar Co.
Makers,
YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

ESTABLISHED 1873
J. W. REITER & CO.
Packers of **Seed Leaf Tobacco**
AND
Dealers in HAVANA and SUMATRA
Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.
WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

A. SONNEMAN & SON,
Wholesale Dealer and Jobber in All Grades of
Domestic and Imported **Leaf Tobacco**
YORK, PENNA.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten

M. G. Hollis & Co.

Manufacturers,

READING, PA.

Price, $1.00. Large Discount in quantities.

No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.

Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.

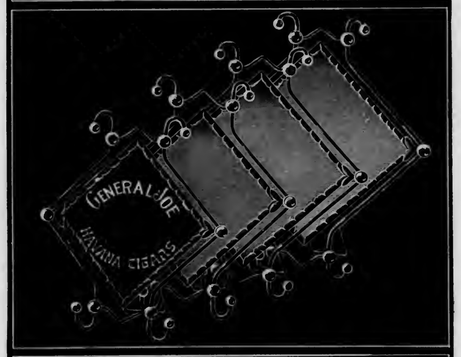
WM. DIEBEL,
327 N. Eighth St., Philada.

SEND FOR CATALOGUE.

PITTSBURG MIRROR & M'F'G. CO.

MANUFACTURERS OF

TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	STYLE 56	STYLE 57	STYLE 58	STYLE 59
MIRROR	6 inch	7 inch	8 inch	9 inch
WITH ADS. PER 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs

518-520 Seventh Ave., PITTSBURG, PA.

to him Mr. Teller srated that their factory was running day and night in order to fill orders. He also said he was favorable to the retailers organizing, and thought it a sensible move.

WILLING WORKERS.

Richaid Gumpert, of the well-known Gumpert Bros.' factory, reports that the firm's factory is running day and night to fill orders.

"Business in the west," he said, "is demoralized. At our factory we can't secure hands enough, and so we work extra at night. That our cigarmakers want work is shown by their wish to work at night, and I think that is an argument against the 8 hour law. Men really want all the work they can get."

Mostly Personal.

Harry Hirschberg, of J. Hirschberg & Bro., paid a visit to New York last week on business for the firm, and did so well he was tempted to take Thanksgiving dinner there and try on his good luck again

Boltz, Clymer & Co. have started manufacturing cigarettes at their local factory.

C. E. Crawford, buyer for Dohan & Taitt, left last Monday for a trip to Wisconsin.

Harry Nathan, salesman with the Loeb-Nunez Co. ate turkey in St. Louis Thanksgiving day, after doing a business for which he could give thanks.

J. A. Rigby, Mansfield, O., representative of the Theobald & Oppenheimer Co., was in Philadelphia for a three days visit to the firm. He says Western business is good.

The cigar department of Showell & Fryer's new grocery store was opened last week and is doing a very nice business, handling a number of the best brands of Philadelphia manufacturers.

Edward Mason, long known in Philadelphia tobacco trade circles, died November 24, at his late residence, 1436 South Fifth street.

William Kohlberg, of the M. P. Kohlberg & Co., leaf house of New York, was looking after Philadelphia trade this week.

M Falk, with Cameron & Cameron of New York, was visiting the trade during the past few days.

F. K Sterner, of E. Y. Sterner's Sons, is in New York on a few days' business.

I. Aussprung, the originator of the "Sick Pipe Hospital" idea, will remove to 109 South Eleventh street January 1.

John is Known in New Jersey

John W. Wartman, formerly a lawyer in Camden, N. J., and his brother William, formerly of Philadelphia were convicted in Buffalo recently of conspiracy in connection with the Coleman & Sherman bankruptcy case. Tuesday, November 25th they were arraigned in court and John W. was given eighteen months in Auburn prison and a fine of $500 and William was sentenced to a fine of $250. John W. Wartman was disbarred from practice in New Jersey for defrauding several clients.

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.
READING, PA.

HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon,
Maker, Moundsville, W. Va.

Jobbers, Write for Samples.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.
Nos. 121---123 W. Front Street,
CINCINNATI, OHIO.

Rabell, Costa & Company,

TOBACCO DEALERS

Our Specialties:

Vuelta Abajo and Santa Clara

Manrique 199,

Cable Address: RABELL.
Post Office Box, 117.

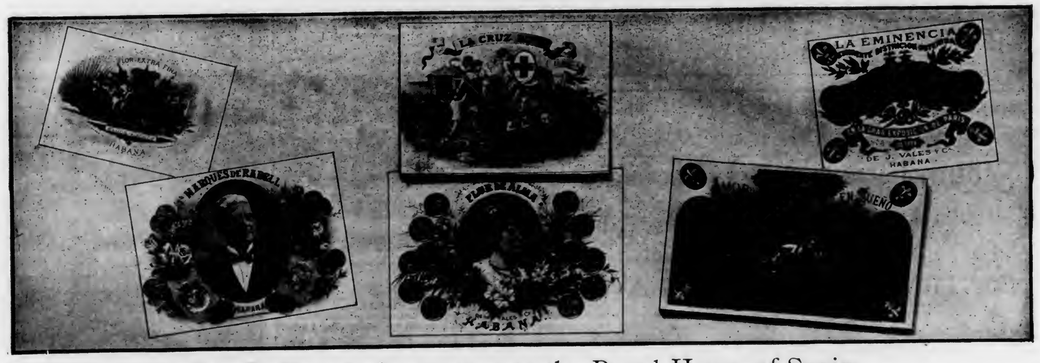
HAVANA, CUBA.

RABELL, COSTA, VALES & CO.

Factory, 98 Galiano Street, *HAVANA, CUBA*

MANUFACTURERS OF

The Finest Havana Cigars



Sole Purveyors, by request, to the Royal House of Spain.

THIS FACTORY Being Independent is Enabled to GUARANTEE the QUALITY of its PRODUCTS

JAIME SERRABELLA,

Sole Representative of United States and Canada, 172 Front Street, NEW YORK.

G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000

Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

S. R. Kocher & Son

Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Best Workmanship The Lowest Prices

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

716—728 N. Christian St. LANCASTER, PA.

Off for Havana.

Joseph Mendelsohn, of Sutter Bros. left New York for his winter's work in Havana on November 29.

M. Michaelis in New York.

M. Michaelis, of M. Michaelis & Co., Lancaster's well known tobacco stemmers, has been calling on friends, in New York during the current week.

The Wisconsin Field.

Janesville, Wis., Nov. 29, 1902

A few buyers are riding the growing sections in quest of the tobacco still remaining in the hands of the farmers, but the number of purchases made are small compared with a few weeks ago.

The remnants of the 1901 are being closely looked after and several lots are picked up each week. Prices for these goods range from 4 to 9 cents, with fillers at 2c.

The farmers are now anxiously awaiting the arrival of casing weather that will enable them to take down their tobacco, so it can be stripped and delivered The buyers are equally anxious to receive a portion of their purchases, as they have a long season's work ahead of them to get the tobacco into the cases.

Aside from a goodly bunch of orders for old goods, in small lots, this tobacco is moving slowly, the only sales to jobbers being 25 cases of 1900 by Rudolph & Donhoe and a small lot of 1901 purchased by the same firm. The United Cigar Manufacturers of New York, bought 182 cases of 1901, of McIntosh Bros., of Edgerton.

F. S. Baines has finished sampling 2,000 cases of his 1901, at Madison and Janesville, and found not a single case of damaged goods Fisher & Fisher have finished sampling 2,500 cases 1901 and have a fine lot of goods. For two years this firm have inserted four zinc tubes about two inches in diameter in each case. These tubes are perforated every inch or so and they extend from end to end of the case bulk, thus facilitating the escape of moisture and lessening the liability to damage. The firm is greatly pleased with the experiment.

Charles Coulter, of Buffalo, is in this market, looking for old tobacco.

J. L. Greene has returned from a three weeks visit in South Dakota.

Kentucky Growers Protest.

President Booker, of the Home Tobacco Warehouse Company, headed a delegation which appeared before Gov. Beckham of Kentucky, on November 24, and presented a petition and resolution of conventions in eleven counties, held on November 24, condemning the action of the Warehousemen and Louisville Leaf Tobacco Exchange in refusing the admission of a house representing the tobacco growers. They called on the Governor and Legislature to take such steps as will be necessary to break up the trust.

Senators Booles, Byron, Carroll, Kenton, and Farris and a number of representatives, including Cochran of Spencer, Van Meter of Fayette and others, are in Frankfort working for the extra session. They have procured the signatures of forty one members and Senators petitioning the Governor to call the session, and were joined by a large delegation of representatives and Senators and tobacco growers at a conference with the Governor on November 25.

Trade-Mark Register.

Grace Mantell. 13.892.
For cigars, cigarettes, cheroots and stogies. Registered Nov. 25, 1902, at 3 p m, by M. I. Lifschetz, Philadelphia.

Miss Mantell. 13.893.
For cigars, cigarettes, cheroots and stogies. Registered Nov. 25, 1902, at 3 p m, by M. I. Lifshetz, Philadelphia.

La Flor de Mantell. 13 894.
For cigars, cigarettes, cheroots and stogies Registered Nov. 25, 1902, at 3 p m, by M. I. Lifshetz, Philadelphia.

Hand Spike. 13 895.
For cigars Registered Nov. 28,1902, at 9 a m, by the Kokomo Candy Co., Kokomo, Ind.

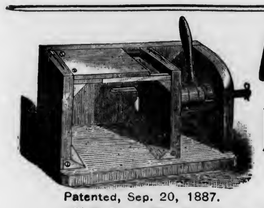
Ardinetta. 13,896.
For cigars. Registered Nov. 29, 1902, at 9 a m, by A. D. Engel, Philadelphia.

REJECTIONS.

Novio, Lenox, Cuban Smokers.

TRANSFER.

"Shoto," registered for cigars, cigarettes, cheroots, stogies and tobacco, July 10, 1902, by W. H Raab & Sons, Dallastown, Pa., was transferred to E. H. Busse, Minneapolis, Minn.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

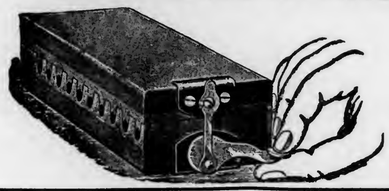
DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:

150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Colonel Monte, Independent Cigar Store's Union Cigar, Ruth M., Old Barn, New Barn, Seaboard, North Line, Pledge, Kekrops, Blue Ribbon Bouquet, La Bouteille, La Botella, Portuondo's Pets, Greek Prince, Pipinola, Lotys, Prima Cuba, El Fortunero, Family Circle, Our Protection Is 961, Hot Corn, American Raisins, Senga, Escarte, Lumo, Abraham Clark, Minute Boy, Liberty Boy, Liberty Man, Union Value, Union Record, Union Victors, Red Carot, Steve Allen, Lady Jet, Mrs. Black, Fenris, Mrs. White, General Luke E. Wright, Blonda, Arabod, Don Alvez, Prince Cupid, General William Booth, Icilius, La Mega, Mafalda, Visor, El Voto, El Vitor, Continuous, E. E Bruce & Co's. Monogram, Pink Tee, Watertown Athletic Association Foot Ball Team, Namlok, E. E Bruce & Co's. Cabinet, Willerette, Evening Sentinel, Red Lion, Old Dink, Bajardo, Hanabanilla, El Universo, San Jennico, San Sedro, San Robe, San Acosta, E. E Bruce & Co's. Hand Made, La Flor de S. M., Grancino, Jolly Joe, Happy Hank, Merry Mike, Cigar Dealers' Association of America, Cascade Gardens, Grand Basin, Loyal Ten, White Lily, Queen Stella, Frederick Alfred Krupp, Francis H. Clerque, Betty St jan, Princess Mathilde, Tonawanda Hotel, Foso, Orleanian, Abingdon, New Orleanian. El Burrito, King Reyob, Abingdon Hotel, Abingdon Square, Abingdon House, The B. C H Cigar, University of Michigan, Maize and Blue, King Carlos, The Dee Cigar, Lee Stanley, A. J Stevens, La Flor Cascade, State Bond, Altisima, King Thomas, Junk, Salem Town, Broderick's La Troja, Yale Guard Glass, La Cotrina, Superbus, Cleveland Court of Honor, Country Store, American Kid, Flor de Carlos, Camposina Marcarena, Inaccessible, Carbayon. Villinat, Belmont Park, Libertyville. Bootsy, Duke of Egypt. Judge Cook, Norman Judd, Blaze Away. Mr. McGinty. Mr O'Grady, Bud Hathaway, Mr Mooney, Daniel McCook, Boston. Duluth Fashion, Plantation, Owl Cigar 5c.

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per strs. Esperanza and Morro Castle.

CIGARS	cases
G. S. Nicholas, New York	63
Park & Tilford, New York	57
Acker, Merrall & Condit, New York	46
H. Wasserman Co., New York	36
Duncan & Moorhead, Philadelphia	22
Havana Tobacco Co., New York	21
J. Wagner & Son, Philadelphia	14
Calixto Lopez & Co., New York	12
Grommes & Ulrich, Chicago	9
Waldorf Astoria Segar Co., New York	8
The Weideman Co., Cleveland	7
George K. McGaw & Co, Baltimore	7
R. & W. Jenkinson Co., Pittsburg	7
Reymer Bros., Pittsburg, Pa.	6
G W. Faber, New York	5
Lilienfeld Bros. & Co., Chicago	5
M. Blaskower & Co., San Francisco	5
S. S. Pierce Co., Boston	5
Michaelis & Lindeman, New York	4
Godfrey S. Mahn, Philadelphia	3
C. B. Perkins & Co., Boston	2
R. L. Rose & Co., Providence, R. I.	2
D. Osborn Co., Newark N. J.	2
Macy & Jenkins, New York	2
H. B Grauley, Philadelphia	1
Robert Steel, Philadelphia	1
Baltimore Bargain House, Baltimore	1
D. Loughran, Washington, D. C.	1
Best & Russell Co., Chicago	1
Michaud Bros., St. Paul	1
J. W. Alexander, New York	1
C. A. Haynes & Co., New York	1
Robert E. Lane, New York	1
S Bachman & Co., San Francisco	1
M. A. Gunst & Co., San Francisco	1
Total	361
Previously imported	9,048
Imported since Jan. 1, 1902,	9,409

LEAF TOBACCO	bales
F. R. Rice Mercantile Co., St. Louis	780
L. Kuttnauer & Sons, Detroit	464
J. Bernheim & Son, New York	227
Guedalia & Co., New York	145
Simon Batt & Co. New York	118
M. Alvarez New York	105
Sartorious & Co., New York	99
A Moeller & Co., New York	84
F. W. Tuchelt & Sons, St. Paul	75
Hamburger Bros. & Co., New York	60
Calixto Lopez & Co., New York	56
L. Sylvester & Son, New York	56
E. Regensburg & Sons, New York	52
J. F. Portuondo Cig Mfg. Co, Phila.	51
M E Flaherty & Co, New York	50
F. D. Grave. New Haven, Conn.	50
G. Salomon & Bro, New York	33
J. Friedman & Co, Chicago	33
L. Peters & Co, Detroit	27
J. P. Castenada & Co, New York	25
I. Bijur & Son, New York	23
Garcia & Bros, Milwaukee	23
S. L Guldberg & Sons, New York	22
L. Goldschmidt & Co, New York	18
J Losa, New York	18
Hinsdale Smith & Co., New York	15
M. Stachelberg & Co, New York	15
Order G.	10
G. V. Watson & Co., New York	5
Total	2,739
Previously reported	115,333
Imported since Jan. 1,1902	118,072

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871

DALLASTOWN, PA.

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A. S. & A. B. Groff,

Packers of

Penna. Seed Leaf ***TOBACCO***

229 cases of the 1901 crop ready for inspection at 12 cents actual weight

EAST PETERSBURG, PA.

G. W. A. Hankey Tobacco Co.

Packers of and dealers in

Foreign and Domestic Leaf Tobacco,

591 West Mason Avenue,

YORK, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA.

Gave the A. C. Co. a Flag.

Mayor Nowrey, of Camden, N. J., who has a fair acquaintance among the tobacco Red-Men of Philadelphia, presented a fine flag to the officers of the Camden branch of the American Cigar Co. on Thanksgiving Day. A general good time was made of the event. The employes were the presentors of the flag, and it was given as a token of appreciation of the company's voluntary advance of wages.

THE LANCASTER FIELD.

The tobacco market in old goods was unusually quiet the past week, very few sales being reported. The 1901 crop is yet very largely in hands of the packers, only a limited amonnt of it having been sold. There is no reason to doubt that, had the 1901 crop found ready purchasers, fully 85 per cent. of the new crop would have been bought up by this time, as it promises to make an exceptionally fine filler crop.

Buyers of the 1902 crop have been quite active during the past week, though the prices have taken an upward tendency, prices ranging from 8¾c to 10c through and 11c, 11c and 2c for seed leaf.

Good judges do not think there are more than 15,000 cases of merchantable tobacco in the county still in the growers' hands. There are, besides, 5 000 or more cases of hail-cut goods. At any rate, there is no surplus, and the present boom may sweep it all out of the growers' hands.

Mr. Wobbe, general business manager for E. Rosenwald & Bro., New York, was here last week and completed arrangements whereby his firm become sales agents for the shade-grown tobaccos, raised at the government experimental station at Marietta.

A very prominent Philadelphia tobacco merchant had quite a tug of war with one of his salesmen in the lobby of a principal hotel here last week, which was witnessed by about one hundred persons; while no blood was spilled, some very choice language was used.

Jack Herr, Lancaster representative for A. Cohn & Co., New York, while on his way home on Thursday evening, was held up by highwaymen (who by the way are quite numerous at present) They were frightened off before they could secure any of Jack's valuables, although he had a good scare.

H. D. Erisman, who for a number of years represented S. Hernsheim Bros. & Co., and for past year with American Cigar Co. here, has severed his connections with the latter company and associated himself with Julius Marqusee & Co. as their Lancaster representative.

W. U. Hensel, attorney for Jacob B. Minnich, has brought suit against Samuel L. Johns, of McSherrystown, Pa., to recover about $700. The claim is for services performed in buying tobacco and for commissions on the purchases.

O. P. Bricker and W. U. Hensel, attorneys for N. G. Yerger & Co., have entered suit against the same defendant to recover about $1,000. This sum represents the loss alleged to have been sustained by the plaintiffs in the sale of tobacco that had previously been sold to Mr. Johns, and that he had refused to take.

The manufacturers continue to be working full forces, and in some instances working at night, as sufficient hands cannot be secured to supply their demands. All report an exceptionally busy season.

Among the visitors during the past week were J. C. Mahle, representing John H. Goetze & Co., New York; Edwin I. Alexander, representing Joseph S. Gans & Co., New York; Menko Rose, representing E Rosenwald & Bro, New York; Joe Strauss, representing M. Rothschild & Bro., New York; S S Swartz, representing Loeb-Swartz Tobacco Co., Philadelphia.

E. H. Briody, alias "The Little Minister," the popular western and southern representative of S. R. Moss, has returned from a three months' successful trip.

THE UP-TO-DATE SYSTEM

We have long since passed the days of the stage coach and the tallow candle. Nobody wants to go back to them.

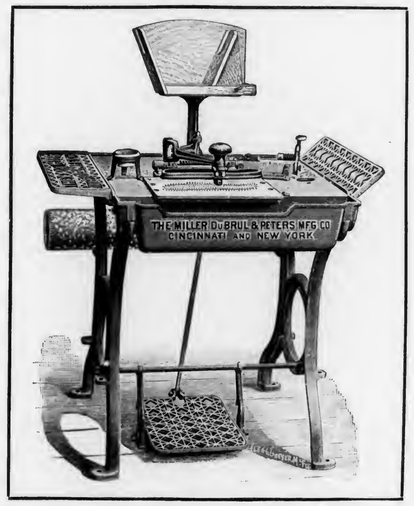
We have also passed the days of slow, inefficient methods in the cigar business as in everything else.

It is of the utmost importance to be up-to-date.

If the other fellows would stay back with you, you might be content to lag along in the same old rut.

The trouble is, though, that they won't do it.

The enterprising competitor insists upon installing the latest and best tools and equipment, which give him the biggest kind of an advantage. The only way you can save your business is to adopt these methods yourself.



The very latest thing in the cigar making business is the DuBrul Dieless Suction Table.

This is by far the best cigar rolling system ever placed before the trade and it is surely going to supplant all others.

The picture of the DuBrul Dieless Suction Table is shown in this advertisement.

Its superiority is due to the fact that it has no dies or rollers.

The cutting is done with a circular knife, which swings up out of the way of the operator when the wrapper is cut, leaving everything free to roll cigars, without being hampered by dies, fixed or movable, with all their complications, irritations and aggravations.

This table enables the operator to do more work and better work in less time and with less wrappers than any other table ever made.

There is absolutely no doubt about this; we have proved it by test.

We urge every enterprising cigar manufacturer to write to us to-day for full particulars, prices, etc.

We will also give you particulars of our Die Table, if you wish. It is the best of the kind. We have both styles to show at our offices.

Ask for booklet W. S. when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street CINCINNATI, OHIO

1 Madison Avenue NEW YORK CITY

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

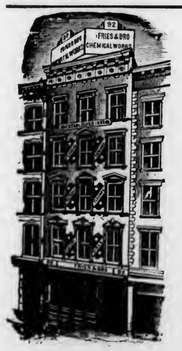
E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order. A Trial Order Solicited. RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS · EMBOSSING · ENGRAVING · SPECIAL DESIGNS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH St PHILA.
TELEPHONE 1561

M. H. Clark & Bro Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*



ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855. Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

THE TRUST AND THE TRADE.

[Under this caption The Tobacco World proposes to publish a series of signed articles by members of all classes of the tobacco trade. The discussion will be kept entirely free from rancor, while it will at the same time be perfectly candid and fair to all parties concerned.

III.—Consolations for the Retailer.

By ADOLPH OPPENHEIMER, with M. Oppenheimer.

Assuming I were a retailer of cigars, if any cigar manufacturing firm, or combination of firms (yclept a trust), by extensive advertising, or other legitmate means, could create a demand by my patrons for their products in preference to mine or to such other cigars as I was in the habit of offering for sale, I would sell the combination's goods alongside of my own, provided I could realize a satisfactory profit from them.

Further, if in time, such firm or combination, through continued advertising or through superior merit of their product, were to continually increase the public's demand for their product, I might find myself selling only their goods, and, in such event I would be compelled to acknowledge my inability to successfully compete with a thoroughly advertised article, and one, in the public's opinion, of superior merit to my own.

However, if at any time, this firm or combination were to establish and run retail stores in which their products are sold at such figures that to compete would mean doing business with no profit or at a loss, or if such firm or combination were to enable any specific store or chain of stores to sell their products at such figures, I would at once cease selling their goods, would push my own, in addition, even if there would be only a very small profit in doing so, would try to produce something of my own to be sold in direct competition to their's, and further still, would do my utmost to induce my fellow retailers to follow in my steps.

It is very much a question in my mind, and in the minds of some friends with whom I have discussed the matter, whether or not the many factories now operated by the American Cigar Company did not sell as many and even more cigars when operated as separate and competing business establishments than they do now.

For the following reasons one may even question the existence of bargain counter stores, such as those now being extensively operated by the United Cigar Stores Company, as being the result of a premeditated scheme on the part of the trust to capture retail trade. When the American Cigar Company first started in the field, many retailers voluntarily added its cigars to their stock, because of public inquiry for them created by extensive advertising, and many others were induced to do so by their jobbers, who were more or less affiliated with the American Tobacco Company. Thus the American Cigar Company's cigars were thoroughly introduced, distributed, and placed before the public, and it is fair to assume, if the public had taken any very great liking to these cigars, that they would not to day be retailed at such ridiculous figures, plus gift schemes to both retailer and consumer. It would further seem, since brand after brand, according to common report, has failed to "catch on," the bargain counter stores are being established to capture trade regardless of cost.

The exact relationship of these stores to the American Cigar Company need not much concern the independent retailer, but he can take consolation from the reflection that such stores cannot pay. High rentals, elaborate fixtures, lighting, clerk hire, etc., make a big total, and some one in time will get tired of footing the bills, and the added expense of gift schemes, out of the dazzling (!) profits realized from selling cigars, etc., at cut prices. There is further consolation in the fact that while the American Tobacco Co. can at will add or withdraw a bonas to the retailer on a successful brand of cigarettes or a universally favorite brand of smoking or chewing tobacco, each going to the public at five cents a package, once let the bargain counter cigar stores begin to sell seven instead of nine of any brand of nickel cigars for twenty-five cents, or let the premium bands now on be taken off, and a decrease in the sale of such brands will instantly be noticed.

There is more consolation in the fact that retailers throughout the land are organizing and adopting means for combating the bargain counter stores, soliciting and receiving the aid and sympathy of trade and labor unions. The retailers once thoroughly organized in hostility to the American Cigar Co., it may happen that the result will be that the only stores selling its cigars will be the bargain counter shops. In short, the policy of bargain counter stores and premium bands may result in "being damned if they do, and damned if they don't." In other words, this policy, if continued or extended, might result in a steady loss of money, and if curtailed or abandoned, the cigars will cease to sell at all.

The war promises to be a fierce one; there are likely to be some casualties; the independent retailer may suffer while it lasts, yet if he is active and enterprising, if he gives honest value in the goods he sell, and if he talks in the right anti-trust way to his customers, he will survive, and the campaign will teach aggregated capital that while it may be able to obtain control and to operate great cigar factories, it is constantly up against the infinitely varied taste of the great public, which has very little predisposition in favor of trusts anyhow. I hope the battle will be short and decisive. I am perfectly willing it shall be spectacular.

ADOLPH OPPENHEIMER.

Latakia.

By THOMAS BAILEY ALDRICH.

When all the panes are hung with frost,
Wild wizard-work of silver lace,
I draw my sofa on the rug
Before the ancient chimney-place.

Upon the painted tiles are mosques
And minarets, and here and there
A blind muezzin lifts his hands
And calls the faithful unto prayer.

Folded in idle, twilight dreams,
I hear the hemlock chirpand sing.
As if within its ruddy core,
It held the happy heart of Spring.

Ferdousi never sang like that,
Nor Saadi grave, nor Hafiz gay;
I lounge, and blow white wings of smoke,
And watch them rise and float away.

The curling wreaths like turbans seem
Of silent slaves that come and go—
Or Viziers, packed with craft and crime.
Whom I behead from time to time,
With pipe-stem at a single blow.

And now and then a lingering cloud
Takes gracious form at my desire,
And at my side my lady stands,
Unwinds her veil with snowy hands—
A shadowy shape, a breath of fire!

York Leaf Excellent.

Newsy Notes from One of the Tobacco Centres.

YORK, PA., December 1, 1902.

The York leaf tobacco market remains quiet and with unchanged prices. Tobacco growers in this county who have begun taking their 1902 crop from the poles and commenced stripping, say the quality of leaf is excellent. It is of fine texture and has the proper color. Buyers are still active and find a number of growers holding off in hopes of an increase in price. During the week George J. Keener, of near The Brogue, sold his 1902 crop on the pole to a Lancaster county firm. He sold at $7.50 and $2.

Joseph H. Smith, died Saturday morning at his home in McSherrystown, after a lingering illness of Brights disease, aged 27 years. The funeral took place Monday at 10 a m., services being held in St. Mary's Catholic church and interment being made in Conewago chapel cemetery. Mr Smith was one of McSherrystown's most prominent young business men and had a bright future before him. He was a member of the firm of F. X. Smith, Son & Company, cigar manufacturers, and was general manager of the business. He was also treasurer of the Conewago Box Company. He was a son of the late F. X. Smith and is survived by his mother and three sisters.

William H. Weaver, another of McSherrystown's prominent business men, died Saturday morning of consumption. He was aged 37 years and is survived by his wife and seven daughters. The funeral took place Tuesday at 9 a. m. services being held in St. Mary's Catholic church and interment in the Conewago chapel cemetery. Mr. Weaver was a cigarmaker by trade and a member of the firm of H. J. Roth & Company.

Sheriff Peeling on Saturday sold the real estate of A. A. Leber, of North Hopewell township, consisting of a hotel on the road leading from York to Winterstown. Leber is in jail and will be tried during the January term of court on a charge of selling counterfeit union cigar labels.

Few local industries are busier at present than the cigar factories of G. A. Kohler & Company, one of the leading manufacturers in the east. This firm has factories in York and Yoe and has a big reputation on five-cent goods. Both factories are running to their fullest capacity.

Charles Seiker, of West Market street, this city, has received a deed of registration for his new cigar label, Nora Rosa. Mr. Seiker's cigar and tobacco emporium is one of the most popular resorts in the West End.

H. F. Kohler, of Nashville, manufacturer of the Happy Jim five-cent cigar, is rushed with orders and is in need of more cigarmakers to help him supply the demand.

The La Cubana cigar factory, No. 463, W. H. Raab & Sons, Dallastown, has had an unusually prosperous year. This factory has a capacity of 75,000 cigars a day, and enjoys a lucrative trade among dealers who seek high grade cigars.

John H. Little, cigar manufacturer at Hanover, is preparing to

Walter B. Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of **Leaf Tobacco**
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Fell, No. 1873. } 12 S. George St., YORK, PA.

D. A. SCHRIVER & CO.
Wholesale and Retail Dealers in All Grades of
Domestic & Imported TOBACCO
29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
59 and 61 North Duke Street,
LANCASTER, PA.

C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE · JANESVILLE · WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

S. L. JOHNS, Packer of Leaf Tobacco, Office, McSherrystown, Pa. } WAREHOUSES: { Hanover, East Petersburg, York, Mountville and Rohrerstown, Pa.; Suffield, Ct., Cato, N. Y.; Franklin, Miamisburg, West Baltimore, Arcanum, Covington, main office, Dayton, O.; Janesville, Wis.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

P. L. Leaman & Co.

Packers and Dealers in **LEAF TOBACCO**

145 North Market Street,

Lancaster, Pa.

J. E. SHERTS & CO.

Manufacturers of

High-Grade Seed and Havana CIGARS

Lancaster, Pa.

R. E. JACOBY

Wholesale Manufacturer of

High Grade Seed and Havana Cigars

Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

F. E. Eberly,

Manufacturer of High-Grade **Union Made CIGARS**

Stevens, Pa.

A. C. FREY, Red Lion, Pa.

MANUFACTURER OF

FINE CIGARS,

Our "LA CABEZA" 5-Cent Cigar

Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor

CIGARS

are an American product of rare excellence. They retail at **Five Cents**, and afford the dealers a good profit.

Manufactured by

A. W. ZUG,

East Petersburg, Pa.

Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.

Mount Joy, Pa.

Wholesale Manufacturers of **Seed and Havana Cigars**

Made exclusively from the **BEST OLD RESWEATED Cigar Leaf**

Samples free to responsible houses
Write for prices.

enlarge his factory on High street. He contemplated erecting a two-story frame addition 15x20 feet His increased trade demands larger quarters. H H Heusner, Hanover, is also building an addition to his cigar factory on Middle street.

The La Buta Cigar Company, manufacturers of the high grade seed and Havana cigar Hannibal Hamlin, is one of York's busiest industries. This firm has been in need of more hands all fall and is now advertising for girls to operate improved suction rolling tables Also girls willing to be instructed on suction tables The firm offers to pay while operators are being taught.

Trade News from Reading

A Bright Budget of Doings by the World's Correspondent.

READING, PA., Nov. 29, 1902.

The cigar and tobacco trade in this city and district has not been better for many months and cigar-makers, strippers, etc., are constantly in demand. At Womelsdorf the factories are all running over time and the same situation prevails at Boyertown and other towns in Berks where cigars are manufactured. Manufacturers complain that they are unable to get the help that is needed to fill orders for the holiday trade. These are some of the new factories that were opened the past week: Depen & Co., located at Wernersville, who will manufacture chewing and smoking tobaccos; John Shilenski, and Harrison C Wentzel, of Stony Creek Mills, both of whom will manufacture cigars. Next month Collector Fred W. Cranston will begin to take the annual inventory of cigar factories in his district. The work is a large contract and he will have a number of assistants. Many of the factories will be required to close down a week as every cigar as well as every pound of tobacco purchased during the year must be accounted for in the reports rendered to the government.

The factory of E E. Kahler is one of the busiest in the city and employs an increased force of hands. Overtime is made several nights a week in order to catch up in getting out the orders. The output of Ben Austrian cigars is taken by a single Philadelphia firm.

A. W. Lawson, the new manager of the Reading base ball club, has purchased the stock and fixtures of the cigar store and pool room of Frank Tognetti, and has already taken possession. It will be the headquarters of the new Reading club and Mr. Lawson will be assisted in the business by his brother Alexander Lawson. The place will be remodeled and new fixtures added.

Nathan G. Rosenberg will retire from the firm of Miller & Rosenberg who conduct a cigar store and pool room, and will leave for South Africa where he will locate in the future. Mr. Miller will continue the business here.

Jonathan Neff, cigar manufacturer at Bernville, left on a week's business trip through Schuylkill Co. His factory is kept busy filling orders and working at night to supply the trade.

George H Valentine, senior member of the firm A. S. Valentine & Son, Womelsdorf, is on a week's trip to Chicago in the interests of the firm. William D. Filbert, cigar manufacturer of the same place, returned from a successful business trip through Schuylkill and adjoining counties with numerous orders.

The Lyons Cigar Company, at Lyons, Berks Co., is very busy at present, owing to the large orders for holiday goods. The hands are working every night in the week until 9 o'clock.

The Deppen Cigar Co., at Wernersville, Berks Co., has moved its factory into Miller's warehouse where they have increased facilities.

William A. Nein, cigar dealer, completed making a number of alterations to his business place.

Cigar manufacturer Edward Ganter has a large number of orders on hand. He is busy manufacturing smoking and chewing tobaccos. He reports the trade outlook as exceedingly bright.

The cigar factory of Crouse & Co., is running with an increased force of hands. More are needed, but a scarcity of available labor is reported throughout the local cigar trade. The firm is confident that the trade for the coming year will be good.

P. H. Hildebrand, reports business brisk. He has a big trade this year on his Colonial Orator cigar which enjoys a large local trade. He has taken up the manufacture of clear Havana filler cigars.

The cigar factory of Frank A. Weber, lately of New York, is busy. New hands have been added every week. It is a union factory. The firm is manufacturing the DeKoven cigar for which E. S Kerper is the local agent.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

435 & 437 W. Grant St.

Lancaster, Pa.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The exceptionally fine weather for taking down and stripping the 1892 crop of tobacco has been well improved, and the bulk of the leaf is now in the bundle ready to sell or for assorting. We hear from several towns that more will be assorted by the growers than ever The buyers are looking around, telling smooth stories to induce the growers to part with their crops at a very low rate, and often lying terribly. We hear of one dealer trying to buy a crop, and to get it he claimed that he had just bought one of the best crops in town for 15 cents, and showed his book where it was entered, when he had really done no such thing; but he bar gained for the other crop. So growers, don't believe all these buyers may say, but dare to ask a good price and stick to it.

Our correspondents write:

Hinsdale: "The growers of tobacco have improved the damp foggy weather in taking down and stripping it. Some of the last cut remains on the poles. Most of us will assort our crops, as we were well pleased with the result last year.

Northfield: "Most of the tobacco in town has been taken from the poles, and found to be of excellent quality; stripping is quite general."

North Hatfield: "There have been a few sales of late. Charles Castrese sold 3 acres at 15c; C. H Crafts, 10 acres, at 15¼c; E. N Dickinson, 15 acres, at 17c."

Vernon: Most of the tobacco is off the poles, and the goods show up better than was expected; no pole sweat. No sales to report "

Wethersfield: "News in the tobacco line is scarce. Some of our growers have begun to strip, and report it as very nice and very little pole sweat. No sales to report."

Hatfield: "Sales of tobacco at the west part of the town. Peter Saffer sold 7 acres at 14¼c; George Buttner, 5 acres, at 13½c; James Matthews 7 acres, at 15c; Frank Vallenger, 5 acres, at 15c; W F Boyse, 15 acres, at 13½c; Whalen Bros., 23 acres at 14c, Fred Allen, 4 acres, at 13c. Offers of 14c and 15c have been refused" We learn by the newspapers that the American Tobacco Company has bought several large lots of tobacco in Suffield and adjoining towns at from 18 to 22c in the bundle, and that they are expecting to raise next year under shade some 300 acres in the towns of Southwick, Mass., Granby and Suffield, Ct.

EDGERTON, WIS.

The remnants of the tobacco crop are steadily being absorbed by dealers who are quietly picking up everything that can be purchased at anything like reasonable figures The aggregate sales, which are about equally divided between the new and all goods, amount to quite a respectable business At the present rate the movement must soon end because of the scarcity of tobacco left in farmers' hands

The search for the balance of the 1901 crop is about as actively pushed as the new crop.

McIntosh Bros sold a 182cs lot of 1901 "B" to the United Cigar Manufacturers

There is quite a little trading in a small way among packers, reflecting a stronger inquiry for 1901 goods, both for home trade and eastern demand.

Casing weather now would find the growers prepared to commence stripping in earnest.

Shipments, 765cs.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

There is better demand for old tobacco this week, with sales of 145 hhds. at full prices within quotations The trade is beginning to realize the cheapness as compared to prices on new crop, and only small stock to sell.

The new crop is selling at 5 to 8½c crop round, as to quality. The percentage of long or medium long in crop is small, and the Italian buyers are active to secure the best crops. Altogether, prices are fair considering, in comparison with last year along with quality.

QUOTATIONS.

Old Lugs—5 to 6½c.

Leaf—Com., 6½ to 7½c; Med., 7½ to 8½c: Good, 8½ to 10½c; Fine, 10½ to 12½c

MONTHLY REPORT—NOV.

	1902	1901
Receipts for month	45	55
" " year	11,855	12,400
Sales for month	262	271
" " year	10,548	11,438
Shipments for month	804	371
" " year	13,563	14,127
Stock on sale	537	712
" sold	977	655
" on hand	1,514	1,376

Sales for week, 147; year, 10,546.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

This is Thanksgiving week and there were no sales on the breaks Receipts were 6 hhds., all new crop; private sales, 27 hhds, all leaf of the old crop. Market firm and unchanged

There were full sales at the loose tobacco warehouses this week. Lugs sold at prices indicating higher values on the breaks than ruled the past season. The leaf classed low in grade, and sold at 6 to 8c. Planters were pleased with their sales of lugs, but not of their leaf As the make of stems will be trifling this season, Tobacco Extract works will have to take their supplies from lugs, even at the comparatively high prices, and adjust the matter by advancing prices on their products.

After several days of rain we have to day a cold wave, mercury down to 30°, with a spitting of snow, but we have yet to have some mild weather before winter sets in.

Quotations:

Low Lugs	$5.00	to	$5.25
Common Lugs	5.25	to	5.50
Medium Lugs	5.50	to	5.75
Good Lugs	6.00	to	6.50
Low Leaf	6.00	to	6.75
Common Leaf	6.75	to	7.50
Medium Leaf	8.00	to	9.00
Good	9.50	to	10.50

Match It, if you Can----You Can't.

"Match-It" Cheroots

are the finest product of the kind on the market.

The ORIGINAL and ONLY GENUINE

Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.

Manufactured by

The Manchester Cigar Mfg. Co.

BALTIMORE, MD.

THEY ARE ON SALE EVERYWHERE.

F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.

THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in

Leather Goods and Celluloid Signs

of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.

When it comes to New Ideas, We are just full of them.

Samples and prices cheerfully sent those who really mean to buy.

Epstein & Kowarsky, 351 Broadway, New York.

J. FRANK BOWMAN,
Gilt-Edge Cigar Box Factory,
S. Prince, Andrew and Water Sts., LANCASTER, PA.
PRESS CAPACITY 15,000
Local & Long Distance Telephone
CIGAR BOXES and SHIPPING CASES
Labels, Edgings, Ribbons
CIGAR MANUFACTURERS' SUPPLIES.

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.

JOHN A. SAUL,

CORRESPONDENCE SOLICITED 1ue Droit Building, WASHINGTON, D. C.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. Investor—5 Cents
Phares W. Fry, Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels TELEPHONE. Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

Sherman House Sorry (?)

Certain traveling leaf and cigar salesmen returning to New York from the road say that the proprietors of the Sherman House, Chicago, are just now kicking themselves, each proprietor his own self, please understand. Sometime ago the Sherman House people leased the cigar privileges in their hotel to the United Cigar Stores Company at an annual rental of something like $14,000. Shortly after the stand had been taken by the U. C. S. Co. the Sherman House people, it is said, noticed a great falling off in the patronage of traveling men of all kinds. The "boys" simply wouldn't patronize the U. C. S. Co's landlords, and now it is said, the Sherman House proprietors are offering the U. C. S. Co. a large bonus to surrender its lease, in order that they may be once more on a footing of popularity with the anti-trust traveling men, but the U. C. S. Co. refuses to surrender, wherefore the proprietors of the Sherman House are said to be grieving.

BUSINESS CHANGES, FIRES, Etc.

California.

Fresno—A. J. Brittan, cigars, sold to McGettigan & Hess.

San Diego—Samuel Brust, wholesale and retail cigars, mtge. $1,750.

Santa Ana—L. Cooper, cigar manufacturer, deed, $650.

Connecticut.

Bridgeport—Pender & Brooks, cigars, dissolved, continued by John F. Pender.

East Hartford—Joseph Heck, manufacturer and retail cigars, real estate mtge $1,000.

Florida.

Jacksonville—James R. Porter, wholesale cigars and tobacco, will be succeeded by the J. R. Porter Co. January 1.

Illinois.

Belvidere—E. O. Andrews, cigars, damaged by fire, insured.

Chicago—Flager & Bentley, cigars, succeeded by Ottman & Bentley.——D. M. & R. M. Shoff, cigars, bill of sale, $800.

Indiana.

Columbia City—Levi M. Meiser, retail cigars, etc., sold out.

Indian Territory.

Hugo—J. S. Nabois, cigars, sold out.

Kentucky.

Louisville—Ben Poll, cigars and tobacco, chattel mortgage, $750.

Maine

Bath—Charles H. Norton, cigars, etc., bankruptcy.

Michigan.

Detroit—Frank E. McDonald, cigars, tobacco, etc., succeeded by F. E. McDonald Cigar Co., Ltd.

Missouri.

St. Louis—Union Leaf Tobacco Co. increased capital from $17,000 to $27,000.

New Hampshire.

Salem Depot—Milton G. Woodbury, cigars, etc., sold out to John E. Richardson.

New York.

Rochester—Frank E. Youngs, retail cigars, succeeded by J. F. Tetley.

North Carolina.

Statesville—Turner & Powell, tobacco manufacturers, succeeded by Turner, Powell & Co.

Ohio.

Cincinnati—John L. Stubenrauch, retail cigars and tobacco, out of busines.

Toledo—Henry Stock, cigar manufacturer, deed, $1,850.

Pennsylvania.

Harrisburg—George M. Holtzman, cigars, etc., satisfied judgments, $1,100.——Renovo—Edward F. Jones, cigars, judgment $142, execution issued.

Rhode Island.

Providence—S. J. Baker & Co., cigars, attached and discontinued.

South Carolina.

Bamberg—Sunny South Tobacco Co., (not inc.), manufacturers, burned out.

Virginia.

Bedford City—Bolling-Wright Co., tobacco manufacturers, sold out.

Washington.

Spokane—C. P. Hallett, cigars, etc., sold out to A. Gollihur.

Wisconsin.

Chippewa Falls—L. J. Zimmerman, cigar manufacturer, deed $600.

Stoughton—O. K. Roe, tobacco, warranty deed, $300.

PATENTS RELATING to TOBACCO, Etc.

714,289 Machine for preparing leaf tobacco for manufacture into cigars; Philip H. Ertheiler, Philadelphia, Pa.

714 580 Paper-rolled cigar or cigarette holder; Heinrich Heisler, Chrast, Austria-Hungary.

714,601 Applying cork strips to cigarette paper, George Nast, Munich, Ger.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

Editor of The Tobacco World,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter ____
Contributed by ____ Name ____ Street, ____
City ____ State ____

Smoke It Cheroots
Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
M. Kleinberg,
219 North 2d Street, Phila.

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

Who Got the Smoker's $10.

Two five-dollar bills were floating around the County Court House in New York city on November 21, seeking an owner, and failing to find one. They finally found repose in the treasury of Deputy County Clerk Birrell. During the few hours of their wanderings suggestions innumerable were made as to the manner in which the suggester would dispose of them, if he only had the chance. But all these brilliant ideas were met with the cold contempt they deserved.

It all came about through the smoking of a cigar in Justice O'Gorman's court room. The smokers was a tall, middle-aged stranger whose name those who knew would not tell, and those who didn't couldn't guess. His characteristics were a tall hat, a flushed face and a big Havana.

When he entered the court room, Court Officer Watson jerked the man's arm.

"Take off your hat," said Watson in a stage whisper.

The stranger looked him up and down, but doffed his chimney pot. Then he calmly took out a match, struck it and lit his cigar. He took a couple of good puffs, and the jurymen sniffed the fragrant odor with envious looks.

By this time the whole court was agog. Watson had turned his back for a moment, but when he looked around an expression of blank amazement spread over his face. Justice O'Gorman was eyeing the stranger and the latter returned the stare with interest.

"Put down that cigar, man!" almost shouted Watson. "How dare ye? Thow it out in the hall, or——"

The stranger gazed at Watson as if he were an open window, and something interesting were going on beyond him.

"Put out that cigar!" repeated Watson, getting red with excitement.

For answer, the stranger took a couple of steps toward the door, and then coolly turned around and blew a few rings of smoke toward the bench. Then he started for the door again. Justice O'Gorman motioned to the attendants.

"Bring that man back," said the Justice.

Court Officers Watson and Ledwith seized the strangerand brought him back. In reply to the Court's questions, he said that he had forgotten himself.

"Fined ten dollars for contempt of court," was the laconic decision.

A friend appeared at the smoker's side with a roll of bills. Peeling off two fives, the friend handed them to Clerk Lerscher, and the smoker and his friend departed.

While Watson and Ledwith awaited recess they were seen frequently nudging one another. They seemed in a pleasant frame of mind and spoke to Lerscher several times. At first the clerk laughed amusedly then uneasily, but finally he seemed to resent the officer's jokes.

At recess, he found Watson and Ledwith awaiting him outside the court. He seemed surprised, but accompanied them to the the street. At the door of a neighboring hostelry, they held an animated conversation. Watson and Ledwith looked disappointed and even pained. Lerscher, stern, tore himself away, traveled to the City Chamberlain's office, and there saw that official.

"Here, take these two fives," said Lerscher in a tone of deep disgust.

The City Chamberlain, with a grateful glance, took the money. Then he asked the reason of this generosity and when the matter was explained to him, declined to keep the bills and returned them.

"I can't take any money that there's no claim against. Who paid it?"

"John Doe," answered Lerscher.

"Well, he's got no claim here," said the Chamberlain.

Lerscher went out. Across the street he met Watson and Ledwith again, but declined to notice them. Returning to his court he pondered deeply and then began to ask advice of friends and acquaintances. The invariable reply he received to the question what would you do with it was, "Well, I know blame well what I'd do with it."

When he ran across Deputy Burrill, the latter remarked cheerily: "Fine dry weather we're having, Lerscher, eh?" Lerscher looked at him gloomily.

"Yep," he answered shortly, fingering the two fives. Burrill gazed at the usually urbane clerk in alarm.

"What's the matter?" he said, "feeling blue? You ought to take something for that."

"Say," exclaimed Lerscher, "What would you do in my case?" And he unfolded once more his tale of woe.

"Why, I'm the man," answered Burrill; "Give me the money, I'll take care of it. All that sort of money comes to our office."

Lerscher gazed on Burrill pityingly.

"Here, take the damn things, and be happy," said he, and went back to his deck, a lighter but a happier man.

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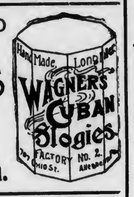

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ESTABLISHED IN 1881
Vol. XXII., No. 50

PHILADELPHIA, DECEMBER 10, 1902.

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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter L.—IMMUNE FROM THE TAX GATHERER.

By S. L. JOHNS.

In France, poor Jacques Bonhomme, the tobacco farmer, cultivates his crops under the eye of the tax gatherer. He must account for every leaf, and woe be to him if he be caught secreting a few pipefuls for his own consumption! It all belongs to Madame Regie—a most jealous mistress and a cruel despot.

How much happier the state of the tobacco farmer in the United States. In our Republic—a truly Republic, as the children might say, not the imitation article that France is—the tobacco farmer has always known his rights and how to uphold them.

In Virginia, in colonial times, he was an aristocrat, a great lord of many broad acres, a lawgiver, and from his loins sprung those soldiers, orators, statesmen, who won campaigns, fired assemblies, drafted the Declaration and planned the Constitution.

Best of all, the spirit which animated the tobacco farmers of Virginia has survived throughout the centuries. The men who grow tobacco in our day in Virginia, in North and South Carolina, in Maryland, in Missouri, in Illinois, in Ohio, in Wisconsin, in Pennsylvania, and in New England—most especially in New England—are as sturdy, as resourceful, as redoubtable as the Jeffersons and Washingtons of pre-Revolutionary days.

Generally, they have had things pretty much their own way, too. They have always been excellent politicians and parliamentarians, and only once in the four huudred years' old history of tobacco culture on this continent has the hand of the tax gatherer been reached out over their product.

The particular tax gatherer of whom I speak, was an honest enough man, but in recommending to Congress that growing tobacco should be assessed for the benefit of the revenue he didn't know what he was "up against." The poor man was at his wit's end, anyway. He had to get money, hundreds of millions of money, for it was war time in America. The Union was fighting for its very life, and money was of more importance than soldiers.

He was Joseph J. Lewis, the first Commissioner of Internal Revenue You recall that the system of an internal revenue tax on tobacco, wines, alcoholic and malt liquors, and ten thousand other things, was put in force in 1863, solely for the purpose of meeting the expenses of the civil war

MR. S. L. JOHNS.

In 1864, when Salmon P. Chase was Secretary of the Treasury. Commissioner Lewis submitted his first annual report, and of all the documents of this kind which have been drafted any year since 1864 this is in many respects the most interesting, as showing precisely in what manner the vast sums were gotten together that were needed just then to save the Republic from a shameful disruption. Commissioner Lewis went into the subject with great fullness of detail. He had his country's welfare very much at heart, and the feasibility of raising more money in the tobacco section of his department from the growing crops of the farmers did not escape him. Accordingly, in that part of his first report that dealt with certain frauds in the revenue committed by manufacturers of cigars under the differential rates of taxation then in vogue. he said:

"Tobacco fields could not escape the vigilance of assistant assessors, and assessments could be made of the product as it passed from their hands with much more facility and thoroughness than at any time afterward."

Poor Joseph J. Lewis! Not for him nor for any gatherer of taxes is the stately tobacco plant in the soil in which it grows. In its manufactured state it pays its share of the revenue—perhaps more than its share—but not as it comes up a green thing growing out of the ground. The tobacco farmer knows not and shall never know the assessor, or the "assistant assessor."

Mr. Lewis renewed his recommendation to tax growing tobacco in his second report, forwarded to Secretary William Pitt Fessenden in 1865, and, that too, being unheeded, he retired from office to be succeeded by E. A. Rollins, a Commissioner who let tobacco farmers alone.

And the glorious immunity of the American tobacco grower has continued ever since. But, think you, it would have continued were he the humble minded creature his brother of France is? No, by my halidome! (The dictionary will tell you what I'm swearing by, if you will kindly take the trouble to look); I'm not "bearded like the pard," but I can use strange oaths if I want to. And I do want to, because there is no one who admires the American tobacco farmer more than I do. I honor him, because he knows so well how to maintain his independence. I respect him for his willingness to learn. He is no plodder. The crop that engages his care not only maintains him in comfort, but it stimulates his brain and keeps all his energies up to the mark. Let those who smoke, or eat or snuff his product pay the taxes, but from his gates, so hospitable to those who come to buy his crop, let greedy tax assessors, and their greedier assistants, forever keep away.

One word more: To my thinking it is most fitting and proper that tobacco should be grown under tents, as is the increasing custom nowadays. It is under tents that soldiers are sheltered when they are not fighting. and what else is a growing tobacco plant but a soldier getting ready to battle in freedom's holy cause? This is not fancy, believe me. It is sober fact, gravely stated by an able historian and a good American citizen, who pointed out that tobacco and liberty have ever gone hand in hand.

This land of ours, which grows the most tobacco, and which warns its tax gatherers away from its farmers, is precisely the land which has won and which maintains the greatest share of liberty.

Wherefore, shelter her soldiers well, ye latter day Deucalions, under your widespreading tents on your fat acres.

—

Next Week—Chapter LI—A Great Lady Novelist's Crowning Achievement, by D. J. Vlasto, of the Anglo Egyptian Cigarette Co.

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No. 224 Arch Street, Philadelphia.

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DECEMBER 10, 1902.

Tardy Delivery of Imports.

Tobacco importers in New York are complaining loudly of the tardy delivery of merchandise at the bonded warehouses. They allege that sometimes a period of two weeks will elapse after the arrival of a consignment of tobacco from Holland or Havana, before the merchandise arrives at the warehouse from the Appraisers' Stores. For instance, a certain lot of tobacco which arrived at New York on November 19, did not get to the bonded warehouse until December 1, and it wasn't a case of disputed classification either. In the meantime the importer had lost a chance to sell some of the lot.

A customs officer in close touch with Collector Stranahan says that merchants who are thus aggrieved do wrong not to make a specific complaint in each case to the Collector. He points out that an officer of the customs department is especially detailed to report each day upon the disposal of merchandise arriving at the port of New York, and that merchandise is never permitted to linger too long on any of the docks. It must not be forgotten, he says, that New York has a water front of from 45 to 50 miles, and that the truckman who has the contract for collecting samples of imported merchandise and delivering them at the Appraisers' Stores, is constantly concerned with the difficult problem of how to make a living profit out of his job. This contract is always awarded to the lowest bidder and competition is so keen that the price paid by the government is a mere trifle—something like 9½ cents for a bale of tobacco. If tobacco were the only imported merchandise coming to New York the truckman contractor's problem would not be so difficult, but the variety and quantity of merchandise coming to New York is infinite, and the places at which it is landed from the ships are dotted along an enormous water front. It sometimes happens, therefore, that the truckman will wait before going to one of the remoter piers until he knows that there is a sufficient accumulation there to make the trip profitable.

Tobacco importers allege that the truckman who holds this year's contract employs altogether only twelve trucks for the delivery at the Appraisers' Stores and thence to the bonded warehouses of all the sample packages of merchandise which are required by law to make those trips.

If this is true, it is small wonder he is tardy.

WHILE there has been a decrease in cigar factories since 1900, there has been a decided increase in the output of the 24 567 factories reported in operation to the government for 1901. Snuff factories have also been reduced, which proves that snuff taking is not so much in vogue as of yore. The habit may revive, however, as it has at different eras.

THE tobacco tag business made a decided stir among users of the weed and developed a number of odd characteristics in the human family. A Philadelphia landlady who wanted a new carpet, accepted the tags in part payment for board, and now comes the report that an Ohio girl wanted them so bad that she gave two warm hugs for every ten tags, and ere long had the male population of her vicinity completely strapped of the souvenir gainors, yet had plenty of hugs left. All of which, it would seem to the World, denotes that the people like something for almost nothing. Other tobacco people might use the tag idea, or a similar good one, to the great benefit of their bank accounts.

—Citizens of Savannah, Ga., have subscribed $30,000 with which to erect a building to be occupied as a factory by the American Cigar Co The building is to be furnished the cigar company rent free for a period of five years and will give employment to a large number of cigarmakers.

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Is of the same opinion still."
Your opinion will be changed of its own accord after selling
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☞Put them in your case, Mr. Dealer, and convince yourself.
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Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

THE TRUST AND THE TRADE.

[Under this caption The Tobacco World proposes to publish a series of signed articles by members of all classes of the tobacco trade. The discussion will be kept entirely free from rancor, while it will at the same time be perfectly candid and fair to all parties concerned.

IV.—Lessons from the Fight in Chicago.

By H. M. ALEXANDER, of The Progressive Cigar Co., of Chicago.

With the advent of the United Cigar Stores Company in Chicago comes trouble for the trust and great good to the independent dealer The opening of the U. C. S. Co., in our city was with a great flourish, with the evident intention of dazzling the consumer and bewildering the dealer. So far it appears to have done neither, but on the contrary, it has been the means of startling the dealer out of a long stupor, and has also caused the trust to view with alarm the coming of the independent tobacco manufacturers to a territory which for many years sold almost exclusively trust goods.

Why the trust should seek to destroy the dealer, who in reality has simply been its agent, is a question it alone can answer. Less than fifteen years ago the manufacturing of smoking tobacco by combining several factories formed the nucleus of the great American tobacco trust. How this "infant industry," with a comparatively small capital, has grown to its immence power is well known to all the trade, and the man who is responsible for this growth; the man who has toiled early and late for this combination, has at last awakened, and this man is the retail dealer.

It has been a long nap, brother retailer, but it is not too late to strike a blow for individual independence. I want to say to the dealer that you can win this fight. Throw out the "trust" cigars, throw them all out and then commence on the "trust" tobacco and do the same; the consumer will be with you. The cause is so just that every fair minded man will help you. Watch every line in your business and see that you are not instrumental in building up another trust. Refuse to be the mere agent of a combination who now seek to drive you out of business and reward you with a position that means a doom to ambition and all the great Creator intended for you. Strike now, Mr. Dealer, and make each blow count. It is a fight for principle, a fight against "child labor," a fight which means in the end as much for the consumer as for the dealer. Have your own brands and let them be the best that money can buy.

The great error that many dealers make is that they will pay from $30 to $35 per thousand for the advertised cigar, but when they come to have one made for themselves, they pay only $25, and often less.

The best is none too good. Pay a good price for your own brands, and in the end you will have established a brand and have proprietary interest in your own business.

The consumer, whose trade is a consideration, would rather have a first class cigar than the "trust" article with a cheap band, which gives him a chance on a pair of shoe strings, or by saving some 80,000 bands, a piano. The chances are he wouldn't need the piano after he had smoked that number of its cigars, he would probably be playing a harp.

Talk to the consumer, he is the man we want. I would rather have the consumer with me in this fight than the pledges of both political parties. I would rather have the consumer with me than to control all branches of legislation. Never mind politics, or how your consumer votes; get him to smoke and chew right and the fight is won. It is up to you, Mr. Dealer. Do not falter. Do not allow the trust to buy you back for a few cents rebate. Stand for principle; be willing to make some sacrifices. Your talks with your customer will put new life in your business and bring him nearer to you. You won't lose the customer, but on the contrary, you can tie him to you hand and foot by good treatment, honest goods at fair prices, and by showing him that you are in this fight for principle.

Do not let the methods of intimidation employed by the trust dismay you. They cannot win without you. Cut your supply off first. Bidding leases over the heads of the dealers, sending pluggers around asking for their goods, are not methods much in vogue among honorable business men, and need not dismay you. Keep union and independent goods to the front and the fight is won. Strike now, while the customer is with you. Strike for the boy of to day who becomes the man of to morrow. See to it that he has his chance in life's great battle Strike, brother retailer, and righteous wrath will lend its weight to your words, and your customer thus informed will start an endless chain of indignation that will put the shackles on a trust which now seeks to destroy you.

H. M. ALEXANDER.

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THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

About Brazilian Tobacco.

WASHINGTON, December 7, 1902

DEAR MEDICINE MAN.

What can you tell me of the tobacco of Brazil? The information is desired by a customer of mine, who is a professional statistician.

RETAIL TOBACCONIST.

Answer.

In Brazil, tobacco is chiefly cultivated in the provinces of Bahia, Minas, San Paulo and Para. The town of Purificacao, in Bahia, is the centre of an important district. The cultivation is increasing, and greater care is taken in the preparation. The common up country method is to pick the leaves from the stalks, dry them under the hut roofs, remove the midribs, and spread them in superposed layers, amounting to 2 to 8 lbs., for rolling together and binding with back strips. These rolls are bound very tightly with cord, and left for several days, when the cord is replaced by strips of jacitara, the split stem of a climbing palm (Desmoncus sp. div), and have a stick-like form 1½ inch in diameter. They are sold in masas of 4 to 6 feet in length, but the tobacco is not considered good till it has fermented for 5 to 6 months, when it is hard and black, and shaved off as required for pipes, cigarettes, and cigars, the last made with wrappers of tanari bark (Couratari guianensis). The Tapayos tobacco is considered the finest in the Amazon valley.

The cultivation of tobacco in Brazil began about the year 1600, in the province of Bahia, and from thence extended to all the other districts along the coast. Among the localities earliest known for their tobacco productions was the lake district of Pernambuco, now the province of Alagoas, where an excellent quality was produced, which commanded very high prices. During the following century the cultivation increased so rapidly in Alagoas and Bahia, that at the commencement of the succeeding century, the average annual export had reached 2,857 tons from the latter, and 285 tons from the former province. The earliest export statistics available for the whole of Brazil are for the year 1839–40, in which the export amounted to 295,966 arrobas, the arroba being equivalent to about 32 lbs., and the value exceeded £65 000 In 1879–80, the export was 50 000,000 lbs., of the value of £659,000; in 1880–1, 44 000,000 lbs., of the value of £650,000, and in 1881–2. 52,000,000 lbs., of the value of £680,000. Though the principal tobacco producing province of Brazil is Bahia, tobacco of good quality is grown in every part of Brazil, from the Amazon to the Rio Grande frontier. Some localities in the province of Amazonas have long been known for the excellent quality of their tobacco, while in the Rio market one of the brands most esteemed comes from the province of Goyaz The local consumption of tobacco is very great, and principally in smoking. Bahia tobacco used to be largely exported in rolls, weighing 8 arrobas, or 256 lbs. each. Cigar factories are established in all large cities through out the tobacco growing regions, which give employment to a large number of men, women, and children.

The methods employed in the cultivation and preparation of the plant are very much the same as they were nearly two hundred years ago. In former times curing tobacco in rolls required much constant labor, the ropes composing each roll being unwound, twisted, and re-wound during a period varying from 10 to 15 days The Brazilian tobacco is generally characterized by its strength and dark color, particularly in Bahia. In that province the practice is to manure heavily, which occasions a very rank growth and strong flavor. In Minar Geraes the tobacco is somewhat milder, and some advance has lately been made in a few localities towards improved processes of curing. The seed may be germinated in any season of the year, but the months of June, July, and August are generally preferred for planting, because germination and transplanting are brought into or near the rainy season. Tobacco plants planted in this season are considered the best growers, and produce the largest leaves. Those, however, which are germinated in the dry season and sustained by irrigation, grow with greater vigor and possess a finer aroma. The land selected for the plants is cleared, and the surface worked with a hoe, after which it is marked off into parallel rows about 3 feet apart, according to locality and the size of the mature plants In transplanting, the young plants are set from 2 to 3 feet apart, and are manured heavily in the pits opened for them. Great care is necessary for a time to protect the shoots from the sun, and to irrigate plentifully when the transplanting occurs in a dry season. The work of cultivation and keeping down the weeds is performed entirely with the hoe, and only two or three times during the season. In gathering in the crops, planters wait until the plants are fully matured, this being determined by doubling and breaking one of the top leaves. In Bahia and other Brazilian provinces the lower leaf is often picked by itself, and in a few days the next, and so on as long as the plant will develop the lower leaves into what is classed first quality. These leaves are hung up two and two, under cover and across poles, 24 hours after picking and sweating.

When it is intended to twist the leaves into ropes, they are left hanging about 2 days, when they are taken down, carefully freed from the heavy parts of the midrib, doubled in halves, and laid away for the rope twister. This operation requires considerable dexterity, and is generally entrusted to the best man on the plantation. The operation requires a rude windlass, which is slowly turned in winding the rope, which is twisted by hand. A boy is usually employed entirely to hand leaves to the twister. These ropes are unwound and re-wound once or twice a day for a period of 10 to 15 days, according to the weather, and are twisted a little harder each time. In curing, the tobacco grows darker and darker, until it becomes jet black. The juices exuding from the rolls are carefully caught and preserved until the last winding, when, mixed with lard, syrup, and various aromatic herbs, they are used to pass the rope through, previous to the final winding. The last step is to cut the cured ropes in certain lengths, and to re-wind them upon light wooden sticks, about 2 feet in length, the winding being very compact and regular. The rolls are then covered with leather or strong canvas, when they are ready for market. Formerly, these rolls were made to weigh 8 arrobas, or 256 lbs., though rolls of 3 arrobas were made for the home markets. At the present day the weights vary according to the locality.

The large exportation of tobacco in leaf has considerably changed the character of tobacco-growing in Bahia, the process of curing and packing the leaf being simpler than the old process of manufacturing rolas. Tobacco growing is heavily protected and taxed in Brazil, nearly all the provinces imposing separate protective taxes, in addition to those imposed by the government. Besides these, the municipalities are permitted to levy taxes on the article.

Mr. A. Novotny, of 1444 Broadway, New York, imports and sells Brazilian tobacco.

***

The Keyes-Baker Machine.

BINGHAMTON, N. Y., Dec. 8, 1902.

DEAR MEDICINE MAN:

Can you tell me by whom the Keyes-Baker machine is now owned or controlled? MANUFACTURER.

Answer

The majority of the stock is owned by the American Cigar Company and the American Tobacco Company, the former having acquired by purchase the interest in the machine of the Havana-American Company, and the latter having acquired, also by purchase, the interest of D. H. McAlpin & Co. in the machine.

***

The Purity of Turkish Cigarettes.

BOSTON, Dec. 4, 1902.

DEAR MEDICINE MAN.

Is it true or not that Turkish cigarettes manufactured in the United States are more or less adulterated with the leaf grown in North Carolina and Virginia? INQUIRER.

Answer.

The story that Turkish cigarettes made in the United States are adulterated is, I am convinced, a baseless slander. Reputable manufacturers tell me that even the cheapest of our home-made Turkish cigarettes—and in this designation I also include those which are sometimes called Egyptian—are made of genuine imported Turkish tobacco, and of nothing else. These manufacturers tell me that the North Carolina and Virginia tobaccos will not blend at all with the Turkish leaf, and that, although adulteration of the kind mentioned has been attempted, it has not only not been successful, but has resulted in an enormous money loss to those who have attempted it. There are, as we all know, a number of brands of domestic cigarettes, and among them the very greatest seller of them all, which are made up of a blend of Turkish and Virginia, but these brands do not sail under false colors.

The American smoker of home-made Turkish cigarettes may buy his favorite brand with perfect assurance that he is getting genuine Turkish tobacco.

THE MEDICINE MAN.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, **HABANA**
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. *Cable: "Suarco."*

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. **Habana, Cuba**
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
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(P. O. Box) Apartado 270. **Habana.**
Cable: ZALEZGON.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, **Habana, Cuba.**

VOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of ***LEAF TOBACCO***
Telephone 346 John. **150 Water Street, NEW YORK.**

THE KOHLER CIGAR FACTORY.

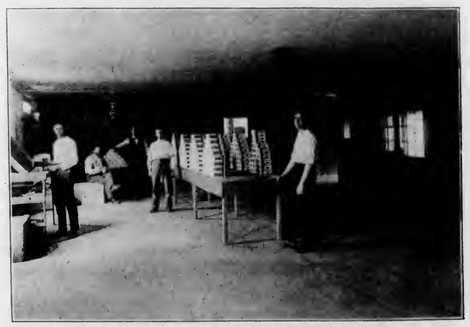
Handsome Views of a Model York County Industrial Establishment.

No. 1.—VIEW OF THE FACTORY.

The Tobacco World presents this week a series of half tone illustrations of the cigar factory of G. A Kohler & Co., Nashville, Pa.

As will be noted in Cut No. 1, the factory building is attractive in appearance and is three stories in height. It has a mansard roof and in dimension is 70x40 feet. Built of brick, the factory is steam-heated throughout and well-lighted by many windows. It is equipped with elevators and the latest sanitary appliances. The sweating-room is one of the best in the country, having every modern appliance and invention, thus insuring the very best treatment of tobaccos submitted to the sweating process.

No. 2.—INTERIOR OF OFFICE.



No. 3.—VIEW OF SHIPPING ROOM.

No. 4.—PARTIAL VIEW OF PACKING ROOM.

The latest appliances for the use of the cigarmakers in manufacturing cigars are also found throughout the factory, thus insuring the best possible workmanship and a larger output. The workmen receive considerate care and are thus made happy and contented. Contented employes make good cigars.

An inspection of the illustrations will give the reader an exact idea of the appearance of the several workrooms, office, etc. All in all it is a model cigar factory and is visited by all those in the trade who go to Nashville.

Kohler & Co., it seems almost needless to say, have other cigar factories at York and Yoe, where they are kept busy filling orders for their popular brands General Wolfe and General Sullivan.

Mr Kohler and a representative recently returned from a trip through the west. They booked large orders and report business in the trade in that part of the country very lively.

The Nashville factory of Kohler & Co. started up about two years ago and already employs a force of 100 hands—trained and skilled men who are giving conscientious attention to their duties. The cigars manufactured range in price from $14 to $30 per thousand and are sold all over the United States.

No. 5.—PORTION OF CIGARMAKERS' ROOM.

No. 6.—ANOTHER VIEW OF WORK ROOM.

ADOLFO MOELLER & CO.
Importers of
HAVANA TOBACCO
EXCLUSIVELY
No. 161 Water Street,
New York
ALMACENES DE SAN AMBROSIO,
HAVANA, CUBA.

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL HABANA — FABRICA DE TABACOS — AMAT VICTORIA CURAM — LUIS MARX HABANA
SOL and LUIS MARX
Gervasio 144-146, Havana.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
164 Front Street, NEW YORK. AMISTAD 94, y SAN JOSE 1, **HABANA.**
CABLE: TALLASAN.

Commercial Cigar Co. COLUMBUS, OHIO. TRADE MARK. BEST STOCK.
FAUGH A BALLAGH
GRANEY'S
Columbus, Ohio.

Price, **$1.00.** Large Discount in quantities.
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

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Importers of Sumatra Tobacco
Cable Address: "HERR."
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Importers of Sumatra & Havana
and Packers of Connecticut Leaf Tobacco
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EDMUND H. SMITH
ENOS SMITH
NEW YORK.

Havana Strike Hurt Business.

The Crop, Sales of the Week and Other Interesting Matters—The Strike Over—Arrivals and Departures.

HAVANA, November 29, 1902.

Business has been curtailed in Havana during the week ending November 29 for two reasons, one being that the strike still continues as far as the cigarmakers are concerned and the other one is the absense of the big buyers from the United States. It is probable that the strike may be settled at any moment, and as far as the latter are concerned they will doubtless turn up, if not in the coming month then after New Year's. As the receipts from the country remain small it goes to show that only very little tobacco can be left in the country, and as the 1903 crop is a good ways off yet, and its result doubtful, very likely the United States buyers will sweep our market of all goods that are in any way suitable for the north and leave us only with the botes and colas, which are fit only for cigarette purposes. The supply of factory vegas and light fillers has been reduced so much that the small stock on hand hardly needs to be taken into consideration. Sales this week amount to only 2 800 bales, unless the 7 000 bales of Remedios, which were closed by the well known house of J. Bernheim & Sons, two weeks ago, are added to them, and in that case the volume would be swelled to 9 800 bales, consisting of 7,800 bales Remedios, 1,500 bales Vueita Abajo and 500 bales Partido. Destination of this quantity would be for the United States, 8 450 bales, and for Europe 1,350 bales.

The 1903 Crop.

Very little news is at hand from the country, as it seems everybody is busy making the best of the favorable weather in transplanting the seedlings, although some complaint has been heard that seedbeds have been partly destroyed by a plague of insects and worms and only in cases where the vegueros have used Paris green could they save their tender plants. The scarcity of the latter continues and prices still rule from $3 upward to as high as $4 per thousand. Such a state of affairs naturally prevents the poorer farmers from attending to their small vegas, and if they cannot borrow any money they must perforce remain idle until the seedlings become lower in price.

The Strike.

The city of Havana has passed through a critical period. Last Monday, the 24th inst., six or seven lives were lost and a hundred and fifty or more persons were wounded while the police re-established law and order. On November 24 the carmen, lightermen, dock laborers, butchers and bakers struck out of sympathy with the cigarmakers and an attack was made upon the electric cars to stop them from running. All male passengers were compelled to alight and only white and black women were permitted to keep their seats. At last the Mayor, seeing that the crowd could not be controlled any longer by mere kind words, gave orders to the police to use their clubs and revolvers and then it did not take long to clear the streets, although at the cost of the killed and wounded mentioned above. The rural guard and the Cuban artillerists had also been summoned and their appearance helped to intimidate the lawless element and check further disorder. The crowd is said to have consisted mostly of half grown youths and the rabble that had been previously released from prison at the time of the general amnesty, when the Cuban republic was established. It is said that the cigarmakers behaved admirably and that they did not join the tumultuous crowds. Upon Tuesday the 25th inst., traffic by the omnibus lines and hack drivers was resumed and the bakers as well as butchers, dock laborers, lightermen, carmen and printers returned to work, thus leaving only the cigarmakers to fight their strike single-handed. The Veteran club, with General Maximo Gomez at its head, has ever since tried to mediate between the cigar manufacturers and the cigarmakers, and at this moment it is stated that an agreement has been reached and that work will be resumed in all factories on Monday, December 1.

Arrivals in Havana.

George Mitchelson, of George Mitchelson & Co, large leaf dealers, of St. Paul, Minn.; J. W. Pauly, of J W. Pauly, & Co., clear Havana cigar manufacturers, of Minneapolis, Minn.; A. Cuesta, of the well-known clear Havana cigar manufacturing firm of Cuesta, Rey & Co., Tampa, Fla.; H. Janover, of the Erlich Mfg. Co., New York, and A. Schulte, J. Alvarez, Jose Gestal and J Menendez, all of New York.

Departures.

A. P. Jarret, for Los Angeles, Cal.: Geo. Mitchelson, for St. Paul, Minn., J. W. Pauly, for Minneapolis, and for New York, per steamship "Mexico," J. Menendez, Jose Gestal and Don Avelino Pazos, of A. Pazos & Co., New York, and of Jose Santalla & Co., of Havana,

United States Cigar Manufacturers and Leaf Dealers.

George Mitchelson has bought quite largely of the best Vuelta, Abajo, Partido and Remedios fillers that he could find in the Havana market, although his curiosity in trying to find out what was going on Monday night, and venturing into the dangerous and most riotous district, called "Cuatro Caminos," nearly cost him his life. He was struck by a spent bullet, and if, fortunately, a leather case and some letters which he carried in his coat pocket had not checked the bullet, the consequences might have been serious. As it was he got off scot free, and now considers the incident a good joke to tell his friends north upon his return.

J. W. Pauly has purchased 100 bales of fine Vuelta Abajo fillers.

A. Blumenstiel, of Levi, Blumenstiel & Co., New York, secured some 400 bales of Remedios, Vuelta Abajo and Partido tobacco.

A. Cuesta is actively looking for fine Vuelta Abajo and Partido factory vegas.

H. Janover, of the Erlich Manufacturing Co., is also trying his best to find suitable goods for his concern, and is reported to have bought quite liberally already.

Doings of Havana Houses for the Week Ending November 29, 1902.

H. Upmann & Co. purchased 850 bales of Partidos and Remedios for Europe and some friends of theirs in the United States. They were lucky enough to get some old stock of cigars from several factories and therefore shipped 500,000 cigars by the steamer "Mexico" to-day.

Leslie Pantin executed orders for 400 bales of Remedios and Vueltas

Antonio Hernandez Rivero sold 600 bales of Vuelta Abajo fillers, said to be for the French regie.

Carlos Blasco purchased 300 bales of all kinds of leaf for one of his customers, and also will ship 100,000 cigars by the steamer "Mexico."

Sobrinos de Antero Gonzalez sold 400 bales of old Remedios.

Bridat, Mont'Ros & Co. expected to ship from 150,000 to 200,000 cigars by to-day's steamer.

A. M. Calzado & Co. sold 150 bales of Vuelta Abajo and Partido factory vegas.

Neuhaus, Newmann & Co.—The indefatigable hard worker of their cigar department, Mein Herr J. H. von Hasselt, managed to collect 100,000 cigars from a few factories, and will ship them by the steamer "Mexico" to fill some pressing orders.

Bruno Diaz & Co.—Don Bruno returned hale and hearty from his trip to the Vuelta Arriba districts, and sold 300 bales of Vuelta Abajo and Partido tobacco

Rabell, Costa & Co. have some very heavy transactions pending, although for the week just ending they did not wish to report more than 100 bales of Vuelta Abajo.

Jorge, P. Castaneda & Co. sold 100 bales of Partido fillers. Don Ignacio Castaneda has again gone to the Vuelta Abajo to supervise the planting of "posturas" upon his extensive farm near San Luis.

Walter Himml sold 50 bales of Vuelta Abajo fillers, and he is sure that if the strike had not interfered, he might have done considerably more business.

Aixala & Co. report only 50 bales of new Remedios as having been sold upon a sample order.

Luis Muniz Hnos closed out 200 bales of Vuelta Abajo fillers.

J. Puente & Co, disposed of 150 bales of a Partido factory vega.

	Week ending Nov. 29. bales	Since Jan. 1. bales
Vuelta Abajo	1,459	170,449
Semi Vuelta	462	12,768
Partidos	412	58,100
Santa Clara and Remedios	3,047	122,294
Matanzas	-	77
Santiago de Cuba	64	209
Total	5,444	363,897

One Cent a Pound Reduction.

The Lovell & Buffington Tobacco Co. has made a reduction in price on all its list goods of one cent per pound—not as has been announced, a one per cent. reduction. J Pierce Flowers, eastern representative, directs the World's attention to the fact. One cent per pound is a decided reduction, and the reduction will hold good during the month of December only.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J SCHOENER. I. M JACOBY.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. No. 163 Water Street,
Telephone, 4027 John. NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
Office, 209 Pearl St. "Farragut"
NEW YORK CITY. *Factory, Tampa, Fla.*

FRAZIER M. DOLBEER. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. P. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Thos. L. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co Corning, N. Y.: W. C. Sleight.

Adolfo Moeller & Co.'s Card

S. H. Friedlander and Carlos M. Wintzer, Jr., the resident New York members of the big Havana importing firm of Adolfo Moeller & Co., of 161 Water street, New York, and Almacenes de San Ambrosio, Havana, have been so busy selling tobacco ever since they opened for business in May last that not until the present week have they been able to find time to do what they have been wanting to do all along in the matter of preparing the card which appears in our regular advertising columns to day for the first time. All the members of the firm of Adolfo Moeller & Co. believe in trade paper advertising. The firm's card in the Tobacco World is like the sign over the firm's front door in New York, a guide to its customers and to those who it hopes will become customers.

Adolfo Moeller & Co. import and sell only Havana tobacco. Don Adolfo, in Havana, and Messrs. Friedlander and Wintzer, in New York, are not only thorough experts in this most exquisite of all leaf, but the trade understands that their representations are at all times trustworthy and their prices reasonable.

At Christmas, the firm will distribute a unique souvenir to its friends.

The U. C. S. Co. in Brooklyn

The United Cigar Stores Company has leased the ground floor of the building at the corner of Myrtle avenue and Fulton street, Brooklyn, at an annual rental of $7,200. The premises are at present occupied by Morrissey's drug store, which will remove around the corner.

The corner of Myrtle avenue and Fulton street is in the very heart of Brooklyn. In its Brooklyn location the United Cigar Stores Company will come into direct competition with a number of long established retail cigar stores several of which are openly hostile to the trust.

It is said that Mr. Morrissey recently secured a new lease of the building in which he is located and that the rentals he will receive from the United Cigar Stores Company and other sub-lessees will net him an annual profit of $10,000.

Two Well-known New Yorkers Dead.

Sigmund Jacoby, for many years one of the best known cigar manufacturers in New York city, and of late with the sales department of the Owl Commercial Company, died at his home in New York on December 7, in the 74th year of his age.

Henry Lewis Gassert, for fifty years a wholesale tobacco merchant in New York, died at his home, 751 Carroll street, Brooklyn, on the morning of December 7, aged 76 years.

W.-A. S. Co. in the Broadway Chambers.

The Waldorf-Astoria Segar Co. has leased the retail cigar store in the Broadway Chambers at present occupied by Morgan Marshall. This is one of the best locations in down town New York.

Lichtenstein Bros. to Dissolved.

Julius Lichtenstein, of Lichtenstein Bros., well-known New York leaf dealers, will retire from the firm on January 1. Bernard Lichtenstein will continue the business under the old firm name and at the old stand.

$700 for Damaged Leaf.

On the evening of November 26, the stock of leaf tobacco of Joseph Berran & Co., cigar manufacturers at First avenue and 42d street, New York, was partly damaged by water, caused by a faucet being left open by an employe of Duryea & Potter, furniture and art decorators, who are tenants in the same building.

A settlement of the damage was demanded by Berran & Co., of Duryea & Potter, but the latter refused to make any settlement, claiming that the tobacco was not injured by the water.

Mandelbaum Bros., were thereupon retained to bring suit for Berran & Co., against Duryea & Potter, and did so.

The case came to trial on Wednesday, December 3, in the City Court, before Judge Conlan and a jury, lasting all that day and half of the following day.

The defendants were represented by the law firms of Watson & Kristeller, and Goodelle, Hanson & Price, who after failing to absolve their clients from liability, made a hard fight on the question of damage claiming that it did not exceed $25.

Mandelbaum Bros. demonstrated to the jury that the damage was over $600, and might run up to $1,000, showing that some of the tobacco had to be sold as cuttings and other had to be used in cheaper grades of cigars than it was intended for.

The jury after several hours deliberation brought in a verdict of $700 for the plaintiffs.

A Correction.

The firm of Jose Santalla & Co. of Havana, Cuba, consists of Jose Santalla, Avelino Pazos and Charles Vogl, Jr. This note is made in correction of a mistake in last week's World wherein our Havana correspondent was made to say that the firm mentioned consisted of Jose Santalla and Avelino Pazos. The firm of A. Pazos & Co., of New York, it may be noted, too, consists of Avelino Pazos, Jose Santalla and Charles Vogl, Jr.

The Keystone Cheroot Company, Ltd.
GEORGIA GEMS CHEROOTS
Three for Five Cents

BEN ROY Cigarros
Five for Five Cents

MINUETTES Cigarros
Ten for Ten Cents

I-TABA CROOKS CIGARS
Three for Five Cents

Main Office, Hanover, Pa.

PHILADELPHIA TOBACCO NEWS.

Happenings and Incidents of the Past Week—Holiday Trade More Brisk than for Years—Personals, Market Report, etc.

WORKING OVERTIME.

Upon his return a few days ago from a visit to Pacific Coast points, Manager C. P. Mullen of the M. J. Portuondo Co. found much to do with accumulated office business and the large orders on hand, many of which he secured himself. Mr. Mullen booked some heavy orders in the West; he had a decidedly successful trip and succeeded in pushing a number of the factory's leading cigars into new fields where heretofore their merits were unknown.

Salesman P. E. Beetem who has been south, doing unusually well, has returned home, and will remain probably until after New Year's, when for the first time he will go west to book orders.

The factory is running to its fullest capacity and night work also is being done in order to promptly get orders out on time. This factory confines itself pretty closely to its popular and standard brands. Their sales have steadily increased and they consider it good business sagacity to remain with that known to be tried and true rather than stray away into unknown fields.

THE DEMAND GROWS.

S. G. Simon, junior member of the firm of Stephano Bros., manufacturers of Turkish cigarettes, is back from a business and pleasure trip to California. He had a fine time and booked a lot of orders.

The Stephano house is one of the few Turkish cigarette houses in the United States, and as a consequence, they deal with an exclusive line of customers and are correspondingly independent of usual trade conditions. At present their chief worry is how to fill their unprecedented holiday orders. The demand for Turkish cigarettes has rapidly grown.

A FORTUNATE PURCHASE

C. C Rosenberg, of the El Provedo factory, who returned from Cuba last week, purchased 62 bales of best Havana for his house while at Havana. The purchase, in view of this year's shortage, is a lucky one and insures a continuation of the output of high-grade cigars made by El Provedo.

EVERYONE BUSY.

At the M. D. Neumann & Co. factory they are busy in fact behind with orders, but fortunately have plenty of hands.

S. C. Mayer, secretary of the company, returned home last week after a busy and successful southern trip.

AT HOME.

The Florodora Tag people are now "at home" in their new headquarters, 602 Arch street. The tag folks have leased the entire building and employed additional help and it is quite likely that all of the branch tag depots will be consolidated soon at the Arch street store.

NEW STORE.

M. Gartman's new cigar store at 1130 Columbia avenue is neatly decorated and carries an up-to-date line of cigars, tobaccos and smokers' materials. The location is a good one and the proprietor should be able to command a good trade.

CLEAR HAVANAS.

At M. Hernandez's clear Havana only cigar factory on Columbia avenue, twelve hands are now employed and orders are plentiful. Mr. Hernandez is pushing his leading brands, La Capitoli, 10 cent, and El Fenix, 5 cent, and they can be found in leading sales places. The demand for these cigars is steady which shows that smokers enjoy them and stick to a favorite cigar.

A SUCCESSFUL SEASON.

Jeitles & Blumenthal will not solicit any more cigar orders until the present holiday rush is over. Their factory is running overtime and full handed. The past has been a most successful year for them.

THE BEST MONTH.

Sheip & Vandegrift, the cigar manufacturers of North Lawrence street, are happy because the machinery in their newly added buildings is in good running order and in other ways their plant is doing excellent work. Seven new planers and three new saws were added, employing ten new hands on these alone, and many of the other machines were changed about to more advantageous positions.

"These changes and additions," said one of the firm to a World reporter, "benefited us to the extent that last month, November, was the best month we've had since we've been in business." J. M. Hunsberger, salesman with the firm, started out last Monday for a trip through the east. His recent tour through Pennsylvania met with big order returns, and J. M. was pleased.

ANOTHER U. C. S. CO. STORE.

A notice in the display window of the store on the north side of Market street near 13th announces that as soon as alterations are completed the place will be opened as a cigar store by the United Cigar Stores Company. This is in line with the statement of the local manager, made to a World reporter recently, that it was the intention of the United people to go ahead and open additional cigar stores as soon as desirable stands could be secured.

INCREASING TRADE.

Charles Bobstatter is personally looking after the output of his two leading brands, the Lord de Commercio, 10 cent and El Premio, 5-cent cigars and has nothing to complain of in the way of lack of orders. His holiday trade will far surpass that of last year.

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.
READING, PA.

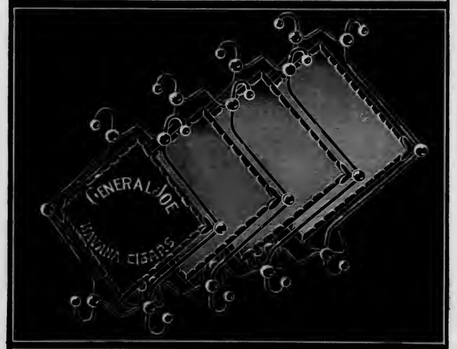
WE HAVE NOT
ADVANCED OUR PRICES,
But will be compelled to do so January 1, 1903.
Now is the time to order a stock of

Cigar Mfg. Supplies

That will last you for some time to come.
Remember we make only the Highest Grade of Goods in our line.
Send In Your Order at Once.

The Sternberg Mfg. Co.
1702-12 West Locust Street,
DAVENPORT, IA., U. S. A.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	6 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$ 65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

THE DEMAND GROWING.

W. H. Allen & Sons are fairly busy at their Richmond street factory and report a growing demand for their 3-cent Nox-All cigar. Their 5 cent cigar, the Archer, is being well received by the trade as usual.

HE'S VERY BUSY.

S. Lohrens, of S. Lohrens & Co. is very busy these days looking after the factory at Pennsburg and the Ridge avenue one as well. Between thirty and forty workmen are busy at the Pennsburg factory getting out orders for the popular Susette 5c brand, which is a great favorite with a large class of smokers. The L. & L., the factory's 10c cigar, is also having large sales.

MANUFACTURERS' INQUIRING.

"Our manufacturers are commencing to realize that the new crops of tobacco are poor," said Leopold Loeb of the Loeb Nunez Co. yesterday, "and they are making inquiries for the old crops as well as laying in stock."

General Nunez, who spent a busy two weeks in Philadelphia, departed for his home in Havana province last week.

Milton Herold, secretary of the company, is, with his wife, enjoying a splendid time in Havana and may remain three or four weeks.

AWAY ON A BRIDAL TRIP.

K. Straus & Co. are now comfortably located at Third and Vine streets. This week they supplied a rather brisk demand for Sumatra.

Adolph Loeb, junior member of K. Straus & Co., and his wife are away on their bridal trip to Hot Springs, Va., but will most likely return the latter part of this week.

A SPLENDID YEAR.

Bremer Bros & Boehm have just finished stock taking and are thoroughly well pleased with the past year's business.

Oscar G Boehm, of the firm, will leave some time this week for a trip through Pennsylvania.

Salesman C. S. Martinez has recovered from his two weeks' indisposition and left yesterday for a trip through the State.

A CHOICE HOLDING.

"Our Wisconsin and Zimmers are moving in fairly large lots," said John Young, of Young & Newman, yesterday. "And I'd just say that we have quite a holding of 1900 Penna. broad leaf B's. World readers may be interested in the fact."

PREDICTS A BUSY YEAR.

J. W. Eckerson, Jr., of F. Eckerson & Co, left for the West last Sunday on a regular business trip. He will return by Christmas.

Questioned concerning the prospective state of trade after January 1st, F Eckerson said, "I judge from inquiries and orders already on hand that it will be excellent."

SOUTHERN TRADE GOOD.

D. H Mouldsdale, Batimore representative of Vetterlein Bros., N. Fifth street, was in Philadelphia Saturday. He reports trade good in the South.

A HIGH TONED CIGAR.

A visit to the salesroom of Brucker & Boghien, North Front street, is a treat to one who admires an attractive display of smokers' materials, etc.

"B. & B.," are having an almost phenomenal run on their 3c. cigar, the High Toned.

"These cigars are now sold by over 1,600 retailers in Philadelphia," said one of the firm to a World representative. We employ seven salesmen in the city and three teams and in addition, we employ outside salesmen of course. At the factory between eighty and ninety skilled cigarmakers are working upon the High Toned, and in order to fill factory orders the factory is working almost every night. We started putting up twenty-five cigars in a box not long ago, and the plan has made a decided hit."

Mostly Personal.

—The executors of the estate of the late Leopold Bamberger, leaf tobacco merchant, filed an inventory with the Register of Wills of Philadelphia on Saturday last.

—Mr. Brosey, of the Brosey Cigar Co., Lancaster, was visiting Philadelphia patrons the last three days of last week.

—E. D. Marshall, with the Theobald & Oppenheimer Co., is home again after a successful southern and western trip.

—Samuel Klopp, a leading manufacturer of Richland, Pa., was in Philadelphia this week and made a number of leaf purchases.

—Herman Solomon, of Solomon Bros., importers, New York city, was in Philadelphia on Monday, and remains for a day or two looking after customers' interests.

—Mr. Hanna, of the firm of Hanna & Co., Dayton, O., tobacco brokers, was a visitor here last week.

PHILA. LEAF MARKET.

The leaf market during the past week has been active and dealers have no complaint to make as to amount of business transacted. Several 50-case sales were made in Sumatra and Havana, and there was a good demand for Wisconsins and Zimmers. The demand generally for all grades of leaf was above the average, and inquiries coming in from manufacturers indicate that their stocks are getting low and that they must soon replenish. The fact that this year's crop of tobacco is light in yield and rather poor is leading the manufacturers to look sharply after old stocks, and the indications are that soon after New Year's the market will perceptibly liven up.

Business with the manufacturers could hardly be better. They are very busy, and will be until the holiday rush is over. Retailers are doing a good business, and predict that it will continue until after the first of the new year.

EXPORTS.—Antwerp—10 cases plug; 4 hhds. stems; 12 bbls. leaf; 91 cases tobacco; 67 tons.

Big Sale of Choice Sumatra.

E Rosenwald & Bro announce that on December 3 they sold to Alles & Fisher, the well known cigar manufacturers of Boston, 185 bales of the choicest Sumatra imported this year. Sam Seymour was the broker in the transaction.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN
LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

York's Booming Business.

Cigar Manufacturers Working Overtime—Newly Patented Device for Triangular Shaped Cigars—Other Notes.

York, Pa., December 8, 1902.

York leaf tobacco dealers report a fairly satisfactory volume of business transacted last week. The demand for leaf continues, and shows that the cigarmaking business is booming. Tobacco growers are waiting for casing weather so as to deliver their crop to the warehouses The dealers are also anxious to receive a portion of their purchases as they have a busy season ahead getting the tobacco in cases. Buyers of the 1902 crop have been active during the past week or ten days. The following purchases were made recently by R. D. Zeck, agent for S L. Johns: L. Levi, two acres at 8½ and 2c, five acres at 8 and 2c; Charles Mohr, three acres at 8 and 2c; Frank Eby, two acres at 8½ and 2c; Henry Miller, three acres at 8 and 2c; Edward Mohr, three acres at 8 and 2c; Henry Renerberger, three acres at 8 and 2 cents.

That the cigarmaking business is booming in York county is told by the receipts at the York office of the Ninth Pennsylvania Revenue District for the month of November, which were $110,405.24. This includes liquor, tobacco and cigar stamp sales, but the greater part of the amount was from the sale of tobacco and cigar stamps. This is an increase of $6,261.71 over November, 1901, when the receipts were $103,943.53.

The cigarmaking business in York county was never in a more prosperous and flourishing condition than at present. All factories in York and vicinity are crowded with orders and the output is limited because of the inability of manufacturers to get more cigarmakers Many of the factories are working overtime in order to get out goods for the holiday trade. Salesmen on the road say they have no trouble to sell goods these days, but the most puzzling question just now is how to get orders filled and delivered to customers in time.

H. L. Strobeck and F. Smille, Red Lion cigar manufacturers, have secured a patent for a new cigar pressing device. It makes triangular shaped cigars—a decided novelty.

F. H. Stenberger has purchased Hughes' factory at Conrad's X Roads.

Burglars entered S. Kocher's factory at Wrightsville last Wednesday night and stole goods valued at $200.

Sam Steig, well known to the trade, has opened a brokerage office.

Winn Nye, of Kansas City, and L. L. Schloss, of Chicago—both being tobacco brokers—were visitors this week.

The Wisconsin Market.

Weather Conditions Unfavorable to Sales and Casing—Other News Items.

Janesville, Wis., Dec. 6, 1902.

Some buying has been done this week, but bad weather and storms have prevented much riding and but little buying has been done.

A damp spell set in Tuesday morning but did not continue long enough to bring the hanging tobacco into good case. A small amount was taken down near the doors. A cold spell set in Wednesday and it has been cold and snowing most of the time since. The farmers are anxious for good casing weather as they are ready to begin stripping, and the buyers are equally anxious to begin assorting, as they have a long, busy season's work ahead of them.

Old goods have been a little more active this week and one of the best sales for many weeks was made when J Friedman & Co., of Chicago, sold their packing of 1900. put up by Sanford Soverhill, of this city, to the United Cigar Manufacturers of New York. This lot was resam

SPECIAL NOTICES.
(12½ cents per 8-point measured line.)

NOTICE TO JOBBERS —We will supply you with Strictly Long Filler Sumatra Wrappers, 4¾ in. long, packed in 1-20's—25 per bundle—in lots of 1,000 and upwards, for $18 per M, C. O. D. Sample of 25 for 50 cts. Address E. X. P., Box 88, The Tobacco World, Phila. 11-12-5t

WANTED—Competent and up-to-date Pacific coast representative, by New York factory with large 5 and 10 cent out-put. Address ACTIVE, Box 78, care of The Tobacco World, Phila.

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

YOUNG MAN IN THE CIGAR business wants position as leaf tobacco salesman for eastern Pennsylvania. Address Box 77, care of The Tobacco World, Philadelphia.

WANTED—SOUTHERN REPRESENTATIVE; must be thoroughly versed and competent to handle all trades. Apply, BONDY & LEDERER, 70th Street and 1st Avenue, New York.

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO York, Pa. 9-10tf

WANTED—Second hand mold press in good condition, to hold 20 or more molds. DIXIE TOBACCO CO., Bedford City, Va. 12-3-2t

A Winning Proposition
That is what you will find in the
HES-RA
The Latest and Best
Egyptian Cigarettes
on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.
M. G. Hollis & Co.
Manufacturers,
READING, PA.

Barnesville Cigar Co.
W. H. BARLOW, Proprietor,
Barnesville, Ohio,
MAKER OF
High Grade Stogies
Long and Short Filler.
SPECIAL BRANDS TO ORDER.
COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE
Jobbing Trade solicited Write for Samples.

HAVE YOU SEEN OR SMOKED
Mexican Special Stogies?
Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes
ORIGINAL WHEELING STOGIE CIGAR WORKS
A. J. Seamon,
Maker, **Moundsville, W. Va.**
Jobbers, Write for Samples.

Mt. Carmel Cigar Manufact'g Co.
Manufacturers of Fine Havana and Domestic **Cigars**
Hand Made Cigars a specialty. Distributors wanted. **MT. CARMEL, PA.**

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.
Tobacco Inspectors, Warehousemen & Weighers
Sampling in All Sections of the Country Receives Prompt Attention.
Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, **84--85 South St., New York**
First-Class Free Storage Warehouses:
209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square
Main Office, 84--85 South St., (Tel. 2191 John) New York.
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY
223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

New Orleans. San Francisco.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

Chicago. Cincinnati.

Established 1873

J. W. REITER & CO.

Packers of Seed Leaf Tobacco

AND

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.

Nos. 121---123 W. Front Street,

CINCINNATI, OHIO.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

pled early this week and is in this city yet. L. B Carle & Son have sold several lots aggregating 250 cases, and Rudolph & Donahoe sold 25 cases of 1900. The latter firm purchased a small lot of 1901.

The large new warehouse of Friedman & Co., is enclosed and will soon be ready for occupancy.

J. L. Greene went to St. Louis early in the week on a business mission.

Louis Kramer, of the Lancaster, Pa., firm of J. Oldberg & Kramer, was in the State markets this week.

M. S. Brill, representing the U. C. M. Co., of New York, is in the State and will remain several months.

From Far-Away 'Frisco.

Doings in the Tobacco Trade in and About the Golden Gate—Business Very Good.

San Francisco, Dec. 2, 1902

Two or three consective weeks of bright clear days have kept up in this city a brisk, moving trade with the retailers. Jobbers and manufacturers are crowded and working overtime to fill holiday orders There seems to be a temporary demand for union labor brands of goods, but it is doubtful if it will be a lasting one. The goods that are selling in constantly increasing numbers are the largely advertised and leading brands of eastern make. With the trade generally a high tone of business is noticeable and also an increasing output of higher priced lines.

M. A. Gunst, of M A. Gunst & Co jobbers and retailers, is expected to arrive here from Europe in a few days. He will remain in San Francisco ten days and then return to his family in Switzerland. Alfred Esberg, a member of the firm, is in Oregon and Washington, visiting the branch stores. From the main store of this company and the five branch stores about town, as well as from the branch stores in Portland, Oregon, Seattle, Washington, and Los Angeles, Cal., come reports of an increase of business over that of last year. The company controls the cigar stands at the three principal race tracks here and the opening of the Ingleside track as caused a big influx of trade to the branch at that location. A new cigar recently added by this firm to its stock is the Van Dyck clear Havana, for which such a demand has been created that it has been impossible to keep up with staple sizes.

"Doc." Strauss, with Blaskower & Co. has returned from a successful trip north. The firm is energetically pushing a number of their popular brands.

C. H. Schmidt, cigar manager for Tillman & Bendel, is in the East on business for the firm.

J. Hirsch, of the F. Hirsch Co., is in the city.

H L. Judell & Co. are making a number of specialties for the holidays, such as cigar-packed miniature trunks, etc.

Phil Goslinsky, of the Goslinsky & Co. leaf house, made extensive purchases when east. H. U Gilder, salesman with the firm will hereafter travel northern cities.

Broker E Wolfe is placing some good orders for high grade cigars.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported **Leaf Tobacco**

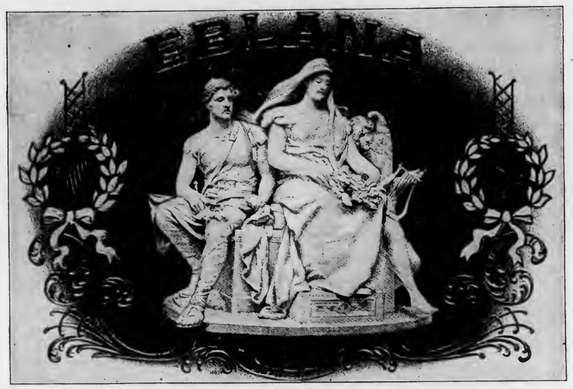
YORK, PENNA.

Capacity, One Million per Month.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made 5c. Cigars in the Market

Union Made
All Sizes



Union Made
All Sizes

M. Steppacher, Reading, Pa.

Forest City Gleanings.

Trade Excellent in all Way—An Humorous Suit—Personals, etc.

Cleveland, O., December 8, 1902

A suit for breach of contract was aired in Justice Cummings' court last week which had a tinge of the two Dromeos about it. Walter Smith & Co., cigar dealers in the "Lavan" on Superior street, sued James and Mary Lavan for $280 damages because the Lavans, in face of an agreement not to, as the Smiths alleged, allowed another cigar dealer—whose name also was Smith—to sell cigars and tobaccos in the building. The Lavans denied that they had made an agreement to give W. Smith & Co. exclusive cigar-selling rights in their building and produced the lease signed with the Smiths as proof. As the lease contained no mention of the agreement, judgment was found for the Lavans.

Irving Halpern, Ohio Manager of the Khedivial Co., has established headquarters in the Rose Building. He states that the demands for his firm's goods are increasing.

Cleveland manufacturers are crowded with holiday orders—so much so that many of them are running overtime. The trade demand is mostly for regular sized 5c and 10c goods. The small cigar sales have fallen off at least one third less this year and the reason is hard to account for.

Marcus Feder's large factory is unusually busy. His London Whiffs and Mexico-Rico are in the forefranks of popular cigars and as the saying is they have evidently come to stay. The chief concern of the factory now is to meet holiday orders on time. But Mr. Feder will do it.

The R. & W. Jenkinson Co. have opened a new cigar store in the Schofield Building and sales started at once with a pleasing activity. The new store is bright and attractive.

Vicente Portuondo's 5c and 10c brands are being pushed by S. E. Schwarz of the Wallace & Schwarz Company and are having heavy sales. Harry Mills, the Portuondo salesmen will be welcome when he comes this way again.

A number of handsome window displays are being made by up-to-date retailers, several noticeably neat ones being on Superior street and Woodland ave. That these displays attract attention and pay in advertising is beyond controversy. Let others heed the example set.

Among visitors to the city lately were the following: H. G. Dean, a Warren, O., dealer; C. L. Simon, junior member of the Turkish cigarette firm of Philadelphia, Stephano Bros., who was on his way home from Pacific Coast points.

Good Reports from Reading

Cigar Manufacturers Unusually Busy.—Scarcity of Hands.—Personals and Other News.

Reading, Pa., Dec. 6, 1902.

Sam Hantsch has just placed on sale his new brand of cigars, The Colonial Trust. The title and label have been copyrighted. The label on the lid of the box bears a fine picture of the Colonial Trust Company's new building here, and on either side are portraits of Mr. Hantsch and his son Howard. Mr. Hantsch's window display of Christmas goods is one of the finest in the city.

Cigar manufacturer Julius Hansen is home from a month's trip through the west. He reports business conditions favorable in that section, and booked a number of orders for his leading brands. His factory is very busy at present, running overtime several nights in the week.

The Heidel Tobacco Co., recently started, has placed on the market a neat package of butts styled the Daisy Butts, which are union made. They are of fine flavor and can be used for both smoking and chewing purposes.

The Cigarmakers' Union of Reading has approved the granting of a charter for a new union which has been started at Mohnsville, Berks county, with some 40 members. They are now connected with the local union in this city and will be transferred, as will also the factories in that district which are now using the union label,

The cigar factory of L. G. Steely has been moved from 141 South Seventh to 801 North Eighth, where Mr. Steely will have much larger headquarters.

Thirty new cigar factories have been opened here during the past year—the best record the trade has made for some time.

J. G. Spatz & Co., the Fleck Cigar Co., of this city, and Valentine & Son, of Womelsdorf, are advertising for cigarmakers and other hands. They are very busy and cannot secure enough help.

Charles E. Auman, who purchased the cigar store at the southwest corner of 9th and Walnut streets, has made a number of improvements in the place. Mr. Auman is a well known cigarmaker, and formerly served on Mayor Leader's police force.

Harry Gring, cigar manufacturer of Fritztown, Berks county, was in town last week. He says that he is working night and day to fill orders, and that he could use at least 30 more hands.

Wren & Koons, cigar manufacturers of Topton, Berks county, have installed a new horizontal boiler in their factory. They are very busy at present, being compelled to work overtime to fill the orders.

Cigar manufacturers here are still complaining of the scarcity of labor, and state that hundreds more could be given employment if they could be secured. They are badly in need of hands to keep up with their orders and deliver goods in the time they have been contracted for. A cigarmaker out of work here is an odd occurrence. Traveling cigarmakers are no longer seen visiting cigar factories in search of work. The factories are busier now than at any time of the year, owing to the approach of the holiday trade.

The factory of Stewart, Newberger & Co. is one of the many industrial concerns which is seriously hampered because of the scarcity of labor. They are rushed with orders, but are unable to get the people they need. W. W. Stewart, a member of the firm, said many overtures have been made to secure more help without success. The firm has booked a large number of orders for their leading brands.

Harry S. Wolfskill, a well known young business man of Reading, has opened a first-class cigar store at 270 South Ninth street. He has fitted out the place in a neat manner,

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Cigars
Factories:
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

Luis Marx on Reciprocity.

Don Luis Marx expressed himself as follows on reciprocity with Cuba to a New York World reporter in Havana the other day:

"A 20 per cent. reduction of duty on Cuban tobacco may sound large to the United States lawmakers, but to the Cuban farmer, whom it is meant to benefit, it is a mere beggarly dole," said Luis Marx to the World correspondent to day.

Mr. Marx is familiar with the tobacco trade of the world, grows a grade that he says will bring his price regardless of treaties, and has large business interests in the United States, of which country he is a citizen.

"A reciprocal reduction of duty on imports from the United States into Cuba," Mr. Marx, continued, "will mean a corresponding reduction in the custom revenues of Cuba which will have to be met by an increase of other taxes to meet the expenses of government. And on whom will that increase naturally fall? On the farmer, the very man the reciprocity treaty proposes to assist.

"The present duty on a 100 pound bale of the Cuban 'filler' tobacco is $35. From this filler tobacco there is manufactured in the United States a cigar covered with a Sumatra or American wrapper, and with an American binder, that is sold to the dealer for from $50 to $70 a thousand, and by him to the customer at the rate of three for a quarter and ten cents, respectively. With a reduction of 20 per cent. the duty on this bale would be $28. The greatest number of cigars that can be made from that bale is 6,500, making a difference in the cost of 1,000 cigars of $1 12, a little less than eleven cents in the price of a box of 100—a very small amount when you get down to the price of one cigar.

"On the all Havana cigar made in the United States, the cigar manufactured there from wrapper and filler tobacco imported from Cuba the effect of a 20 per cent. reduction in duty will be hardly more.

"On Havana-made cigars selling for $100 to the importer a reduction of 20 per cent. in duty means $18 50 a thousand less, while for the cigar that sells at $50 a thousand it is $15 10. The Havana manufacturer is benefited $18 50 and $15.10, respectively, as against $2 and $1.12 on the part of the American manufacturer.

"Then there is another point to be considered. As soon as it would be known in the United States that a 20 per cent reduction had been made, the consumer would demand that reduction from the cigar dealer, the dealer will make the same demand on the manufacturer, and the buyer in Cuba will tell the farmer that as the manufacturer has to sell his cigars so much cheaper he cannot pay as much for the raw material as before.

"A 20 per cent. reduction on tobacco will not do me nor any other farmer on this island one bit of good A reduction of 50 per cent. on raw material would show, but the fair thing towards Cuba would be a uniform rate on wrapper and filler tobacco of 20 or 25 cents a pound.

"The American Tobacco Co., which substantially monopolizes the cigar industry here, would not be injured by a 50 per cent. reduction or a uniform rate of 20 or 25 cents, since its output in the United States of Havana filled and clear Havana cigars is comparably larger than its production in Cuba.

"I do not believe 20 per cent reciprocity would make the difference to the trade in the United States of the value of the ink used in reporting this interview.

"Most people outside of the trade have an idea that the bulk of the cigars smoked in the United States and elsewhere come from Cuba The figures probably will astonish you There were exported in 1900 from Cuba to all parts of the world 204,971 395 cigars, and last year 213,425 089 cigars, so that the output of one New York factory, which is said to manufacture a million cigars a day, is one and a half times greater than the entire export of Cuba, and the firm's output probably is small by comparison with the output of the American Tobacco Co.'s factories in the United States. The exportation of Cuban tobacco and the percentage of it used in the manufacture of cigars in the United States is nothing compared with the domestic tobacco used."

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

'STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.

Sabater and Rodriguez Free

Magistrate Foster, of New York city, has set free Juan Sabater and Roberto Ortega y Rodriguez, the two Spanish-speaking crooks who, on the afternoon of October 25 were interrupted in the robbery of the place of business of Manuel Menendez, in the Beekman Building, at Pearl and Beekman streets, after they had packed up 2,000 of Mr. Menendez's Deidad high price clear Havana cigars ready for removal from the building. In the effort to escape Sabater leaped ont of the second story window and broke his ankle, and Rodriguez was appre hended in the throng which the ex citement had brought together.

Magistrate Foster let Sabater go on the ground that he had "suffered enough," and on December 2, when the case of Rodriguez was called. the prisoner told a glib lie about his presence in Mr. Menendez's place of business on October 25, and the Magistrate believed him. Assistant District Attorney Clark, to whom the prosecution of Rodriguez had been assigned, had not taken the trouble to post himself as to the case. Mr. Menendez, the prosecut ing witness, was not present in court, because he had received no notice that the case would be called. The police of New York city have taken no interest whatever in the dangerous band of crooks of which Sabater and Rodriguez are members. Now that these two ar free and the rest of the gang immune from punishment for past offences it is altogether likely that they will renew their depredations upon cigar factories in the down town New York leaf district.

Trade-Mark Register.

Mayland's 140 Cigars. 13,897.
For cigars Registered Dec. 2, 1902, at 9 a m, by R. Mayland, Philadelphia.

CANCELLATION.

Grace Mantell, Miss Mantell and La Flor de Mantell, registered Nov. 25, 1902, by M. I Lifshetz, Philadelphia, have been cancelled.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Mystic Prince. Woodrow Wilson, Meadow Girl, Rural Queen, Pingree Statue, Doctor Right, Galley, El Maximo Vuelta, Diskarettes, La Duse, Cigar Band. Sentinel. Pro gress, Union Signal, Leading Daily, Old Portage. La Flor de Juan Lara, Juan Lara Bouquets, Frick Build ing, Merry Batchelor, Mike, Governor Jennings Lawrence, Brumeta, Bronita, Star Principle, Star Mag nate, Sun Cure, Hon. Wm. Heilman, Come Boys, Wm. Pepper, We Gates, Pack O'Rack, East Over, Blue Twins, Happy Jim, Red Ravin, Amorada, Amoretta, Capitol. This 'll Do, C. H. C., Flor de Graveza, Japonesa, Flor de Espagne, Flor de Rei. Flor de Perano. Cuban Clippings, Union Central Hudson River, Kruger, Taka Central, Macbeth.

Milwaukee Pickings.

Trade Notes, Personals, and Other News from the Wisconsin Area.

Milwaukee, Nov. 29, 1902.

The leaf dealers and cigar jobbers report a quiet week, with business only fair. Manufacturers, on the other hand, report a rushing business, most of the large factories having orders enough to keep them busy for some time to come. Collections on the whole are quite slow.

George J. Schuster, the Broadway leaf man, is busily engaged in packing Ohio seed and will soon be ready to go at the Wisconsin and Connecticut tobaccos. Mr Allan is at present in the east looking for fine Connecticut Broadleaf and reports the purchase of a few crops.

Andrew Norman, from Stoughton, formerly buyer for the American Tobacco Co., has been engaged by G. J. Schuster and will look out for his interests in Wisconsin.

G. W. Hecker, former traveling salesman for Daly & Fry, of Cincinnati, starts on his maiden trip for G. J. Schuster to-day. He will cover part of Illinois, Indiana, Missouri, Nebraska and Kansas.

David Sachs, of Wetzler, Sachs & Co., started Wednesday on a trip through Illinois.

Reichert & La Boule are receiving quite a packing of Connecticut. Mr. Reichert returned to-day from a trip to Minneapolis and St. Paul.

Mike Johnson, traveling in Michigan for Aug. C. Kurz, got home Tuesday and reports some fine business.

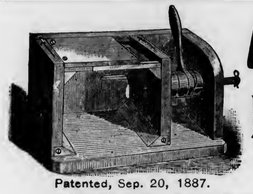
The fine stock farm near Muksoonago, known as the "Chas Best" farm, has been purchased from Wm. Spence by Geo. J. Schuster. The farm contains nearly 400 acres. Mr. Schuster intends to raise tobacco and live stock on the same.

Spiegel's drug store is cutting on some well known brands and is offering Tom Moon and The Barrister at 4 for 25 cents. This kind of cutting will hurt the trade in the end.

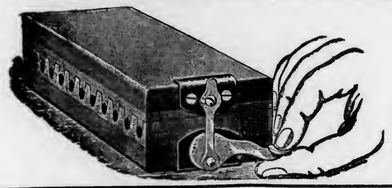
Holiday displays are already in evidence here and the windows of Frobach, Sam Kind & Bro. and Fay Lewis & Bros. Co. are worthy of special mention.

Mr. Goldsmith, of F & E Cranz, Wm. E. Fischer, of Schroeder & Arguimbau, and Eugene Lipkow, broker from Chicago, were among the callers this week.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of **Knock-Down Cigar Boxes**
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

A Great Consumer.

Uncle Sam Uses More and More of the Weed.

America gave the world tobacco and though its use has extended throughout civilization it is still produced and used more largely in this country than anywhere else. During the last fiscal year no less than 6.870,000 000 cigars were manufactured in the United States, or about 86 per capita for our entire population.

Though we are accused of becoming a nation of cigarette fiends we make less than one half as many cigarettes as cigars, the figures for the last fiscal year being 2,650,000,000, or only 33 per capita, as against 86 cigars. We go it pretty strong on smoking and chewing tobacco, also having used per capita during the last fiscal year no less than 37 pounds of the stuff and a little less than one-fifth of a pound of snuff

The consumption of tobacco per head in the United States is much in excess of what it is in England France, or Germany. The average purchasing power of Americans is greater and tobacco costs less than it does in countries like France and Great Britain, where it is heavily taxed. The tax on it in the United States is low in comparison and yet last year the consumers of tobacco paid over $51,000,000 into the national treasury. They paid a great deal more than that to the tobacco growers and the manufacturers and retailers who handled their product The total value of the manufactured products of tobacco last year at the factory was about $300,000,000.

The consumption of tobacco in the world at large is increasing steadily, but nowhere so rapidly as in the United States.—Atlanta (Ga.) Journal.

—W. G. Labe has opened a cigar store in the Opera House building, Rockland, Me.

Lancaster Tobacco News.

Condition of the Leaf Market—Buyings of 1902 Crops—Manufacturers Busy.

Lancaster, Pa., Dec. 6, 1902.

Very little change in the volume of business in old goods has been noted since last week. Some small scattering sales to manufacturers are reported. Large manufacturers and jobbers do not show an inclination to replenish their stocks before they have taken their inventories. and as the year nears an end, out of town buyers are becoming scarcer.

The buying of the 1902 crop still continues, and as the amount unsold grows smaller, the greater is the anxiety of packers who have been holding off, to secure a portion at prevailing prices.

S. C. Owens representing the American Tobacco Company has been buying the 1902 crop extensively this week. He was in Washington Borough the first three days of the week and bought these crops: Benjamin C Young, 9 acres, 9½. 3 and 2; Benjamin F. Walk, 2 acres, 9½ and 2; Harvey Brush, 2 acres 9½ and 2; Joseph Green, 2 acres, 9½ and 2; A. F. Stauffer, 4 acres. 9, 3 and 2; William Ortman, 2¾ acres, 9½, 9½ and 2½; John 5 acres, 9, 3 and 2; Witmer & Walk. 9½ acres, 9½, 9 and 3; Milton Shultz, 5½ acres, 9. 3 and 2; John Ackerman. 3 acres, 9½. 3 and 2.

Manufacturers are rushed getting out their holiday goods to the jobbers to meet the demands of the trade. Very few new orders are being booked. They seem well pleased with the volume of business done during the year, and are disposed to rest on their laurels until the New Year opens.

Revenue Collector H. L. Hershey's district, the Ninth, shows up as follows for 1902: Number of cigars factories. 2 043, which is by far the largest of any district in the coutry; pounds of tobacco used in

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871.
1,000,000 PER DAY.
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. Groff,
Packers of
Penna. Seed Leaf **TOBACCO**
229 cases of the 1901 crop ready for inspection at 12 cents, actual weight.
EAST PETERSBURG, PA.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco,
591 West Mason Avenue,
YORK, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1865—
JOHN SLATER & CO.
MAKERS OF **Lancaster, Pa.**
Slater's Stogies
Long Filler, Hand-Made and Mold Stogies
SOLD EVERYWHERE
JOHN SLATER, Washington, Pa.
JOHN SLATER & CO. Lancaster, Pa.

I. H. WEAVER
Packer of
Leaf Tobacco
241 & 243 N. Prince St.
Lancaster, Pa.
Fancy Selected B's and Tops a Specialty
We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

MENNO M. FRY
Packer of and Dealer in
LEAF TOBACCO
Cor. Grant and Christian Sts.,
Lancaster, Pa.
For the Wholesale Trade Only.

WALTER S. BARE
Leaf Tobacco
FINE CONNECTICUT LEAF
A Specialty
201 and 203 North Duke St.,
LANCASTER, PA.

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

making cigars, 13 711,785, also, the largest in the United States; cigars manufactured, 748,492,359, which heads the list, and continues this district as the leading tobacco industry of the country. There are 323 leaf tobacco dealers registered in the district.

Visitors in town during the past week were: Sydney Labe, of Benj. Labe & Sons, Philadelphia; L. B. Eisenbrand, of L. Bamberger & Co., E. H. Miller, of Young & New man, of Philadelphia; H. S Springer, of Philadelphia, representing Geo. Schlegel, New York; Sam Kaufman representing Emanuel Steffens Co., New York.

Despondent over his chronic invalidism, Anthony H. Kerckhoff, 52 South Franklin street, Lancaster a well known man in the local tobaccotrade, ended his life on Friday evening by shooting himself through the heart. Mr. Kerckhoff was forty years old and was engaged for many years in the tobacco business with his brother, George. A family survives him.

Three Gilded Spheres.

The foreman at Roedel & Co.'s Philadelphia factory lately noticed one of the hands carrying around a very small tobacco box. The man handled the box so carefully and seemed so afraid of losing it, that finally the shop boss' curiosity was aroused.

"What have you in that box, Jim?" he inquired.

"Overcoat, trousers, dress vest and a suit of clothes," answered Jim.

"What!" gasped the foreman. Then he "sized up" Jim to see if he was "looneyish." "You don't mean to say that all of them clothes is in that box Jim, do you?" continued the foreman.

"Of course"

"Impossible!"

"Well, the tickets for them are."

And the foreman went out to see his uncle.

—John F. Tetley has purchased the retail cigar store of F. E. Youngs, Rochester, New York.

Imports of Cigars and Leaf Tobacco

FROM HAVANA
Per steamers Vigilancia and Mexico.

CIGARS	Cases
Park & Tilford, New York	16
B. Wasserman Co., New York	15
Acker, Merrall & Condit, New York	14
Calixto Lopez & Co., New York	11
Waldorf Astoria Segar Co., New York	7
S. S. Pierce Co., Boston	7
G. S. Nicholas, New York	6
E. Regensburg & Sons, New York	6
Duncan & Moorhead, Philadelphia	5
R. & W. Jenkinson Co., Pittsburg	4
Cobb, Bates & Yerxa, Boston	3
Grommes & Ulrich, Chicago	3
M. A. Gunst & Co., San Francisco	3
Havana Tobacco Co., New York	2
R. H. Macy & Co., New York	2
Sprague, Warner & Co., Chicago	2
C. B. Perkins & Co., Boston	2
D. Osborn & Co., Newark N. J.	2
S. Levyn, Buffalo	1
J. Bernheim & Son, New York	1
Total	112
Previously imported	9,409
Imported since Jan. 1, 1902,	9,521

LEAF TOBACCO	bales
J. Bernheim & Son, New York	433
Weil & Co., New York	324
Lichtenstein Bros., New York	211
Guedalia & Co., New York	167
L. Blumenstiel & Co., New York	145
American Cigar Co., New York	122
J. Gestal, New York	105
J. Birger & Son, Cleveland	104
Audreas Diaz & Co., New York	80
L. W. Scott & Co., Boston	80
Loeb-Nunez Havana Co., Philadelphia	65
G. Mitchelson, St. Paul	61
S. L. Goldberg & Sons, New York	57
Perez, Rodriguez & Co., New York	54
S. L. Johns, McSherrystown, Pa.	50
J. W. Pauly, Minneapolis	50
Hamburger Bros. & Co., New York	48
A. Pazos & Co., New York	39
E. Hoffman & Son, New York	25
K. Straus & Co., Philadelphia	25
E. Rosenwald & Bro., New York	20
Herz Bros., New York	15
M. Stachelberg & Co., New York	15
Carl Upmann, New York	15
Simpson & Hall, Boston	15
A. Gonzalez & Co., New York	10
Gonzalez & Diaz, Chicago	8
Dodriguez-Fernandez Co. Cleveland	5
L. Friedman & Co., New York	4
Calixto Lopez & Co., New York	2
Total	2,354
Previously reported	118,072
Imported since Jan. 1, 1902	120,426

New York Leaf Market.

A very prosperous week. The big sale of choice 1901 Sumatra by E Rosenwald & Bro, to Alles & Fisher, elsewhere noted in to-day's tobacco World was one noteworthy transaction. Others were the sale of several large lots of their finest marks of the 1901 crop of Sumatra, by A. Cohn & Co., F & E. Cranz and other big importers.

It is said that Joseph Mayor's Sons last week sold 1,300 cases of their packing of 1900 Wisconsin, to the United Cigar Manufacturers.

MAKE MORE MONEY

The way to make more money is to make more and better cigars in less time and at less cost than you have heretofore been doing.

Perhaps you do not need to be told that, but you do need to be told and convinced that the DuBrul Dieless Suction Table will enable you to do all this, and that it is, therefore, a money-maker which you cannot afford to overlook for another day.

By the aid of this table you get a hand-made cigar in the easiest way, the quickest way, and the most economical way.

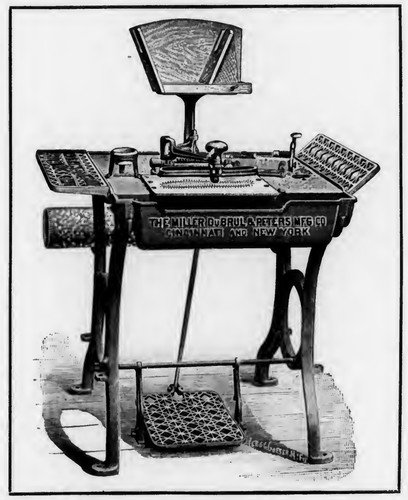
The machine rolled cigar is unsatisfactory, to say the least.

The human hand governed by a skilled brain is the only thing that can make good cigars.

The reason is, that a cigar cannot be well made and cannot smoke well unless the wrapper "hugs the bunch" exactly and tightly at every point, and unless the head is made with the utmost care.

Machine rolled cigars have poor heads, the wrapper does not fit, "skippers" come often, and the numerous "pockets" along the lap edge make the whole thing an inferior product.

With the DuBrul Dieless Suction Table you get the best possible product.



The removal of the dies and rollers in this table does away with all previous objections to suction tables.

The DuBrul table is very simple in mechanism, the cutting is done by a circular knife which is easy to keep sharp, and there are no dies or anything else in the way of the operator.

It always cuts a perfect wrapper with a clean cut edge.

There is no waste, no wrappers getting mashed or twisted in the rollers and, as the cutting mechanism swings away after the wrapper is cut, the operator has all the room needed, and a wrapper in perfect condition with which to do a good piece of work.

Operators like this table because it is simple, and they won't leave it for any die table.

Foremen like it because there is no sharpening of dies and no adjusting of anything.

Manufacturers like it because it is a money-maker without an equal.

We have just issued a little book which tells all about this table, and, why you ought to have it.

This book we will be glad to send to you if you write. Ask for booklet **W. S.**

Please remember that we sell the best die table made, and can show you either style at our offices.

THE MILLER, DUBRUL & PETERS MFG. CO.
507-519 E. Pearl Street CINCINNATI, OHIO
1 Madison Avenue NEW YORK CITY

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

J. W. BRENNEMAN,
Packer of and Dealer in **Leaf Tobacco**
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

E. RENNINGER,
MANUFACTURER OF
High and Medium Grade **CIGARS**
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF **FINE CIGARS**
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of **UNION-MADE CIGARS**
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
No. 238 ARCH ST PHILA.
TELEPHONE 1561
SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro — Cable Address, "CLARK."
Leaf Tobacco Brokers,
HOPKINSVILLE, KY. PADUCAH, KY. *Clarksville, Tenn.*

Great Reduction in Price
550 Times Sweeter than Sugar
CLYCOSINE
Guaranteed Most Powerful, Agreeable, Cheapest & Best.
Write for Samples and Particulars.
Heaquarters for VANILLIN, COUMARIN, TOBACCO and FRUIT FLAVORS.
FRIES BROS.
Manufacturing Chemists,
92 Reade Street, NEW YORK.

TRUSTS AND THE RETAILERS.

Views Upon these Subjects by Local Tobacco Men.

Opinions Widely Differ—Some are for and Some Against. Several New Ideas on the Question.

The subjects of the Trusts and the formation of the retail cigar dealers' association have received more or less consideration by the large army of tobacco men in Philadelphia, and World reporters have been to some pains to try and secure a fair representative concensus of opinion concerning the same. It can readily be seen that there is a wide difference of opinion upon the subjects and again, a number of new and rather unique ideas bearing upon the matters are expressed as herewith reported. The majority of Philadelphia tobacco people are quite outspoken in their views and few of them admit seeing any danger from the operations of the big tobacco companies in the Quaker City field. Some of the views as gathered by world representatives are herewith given:

Robert Klee, manufacturer—"If the retailers intend to fight the trust goods they should be strict about it. They should positively refuse to sell the goods and stick to that resolution. The future of the independent cigar men, I believe, is to be better than ever. Dealers are beginning to see the danger to their interests of the large combinations of capital and no doubt they will cut away from the trust more and more with the result that their trade will expand."

Jos. C. Heymann, with Dunn & Co., manufacturers—"Our house believes the retailer has cause to organize and that he ought to do it. We stand ready to do all we can to help the movement along."

Wm. C. Becker, manufacturer and retailer—"I have little faith in the cry 'push independent goods!' and for this reason: We have pushed the products of independent factories. We stood at our counters educating the consumer to take this and that independent brand, and then, when we had built up a nice trade, what happened? Why, the trust stepped in and bought up the independent factory and reaped all of the resulting benefit. And what happened more than once will happen again. I'm tired of booming anybody's goods but my own. I intend hereafter to give a customer just what he asks for."

When one of the firm of the Sulzberger Oppenheimer Co. was approached by a World reporter for an opinion—or for trade news either, he almost dropped the reporter's business card and nervously said: "Oh, gracious, we don't want our name in the newspapers at all, at all. We want to be left alone—just alone, you know. We don't care whether people know we are here, you know; no, really we don't."

And for fear that his presence might drive somebody into nervous prostration the World man segregated out into the cold cruel world.

L. Kruppenbach, leaf dealer and manufacturer: "The retailers have brought this trust fight upon themselves, to my way of thinking, and they must fight it out. However, I've been so busy here in the factory I haven't kept in accord with the ins and outs of the matter."

M. Hernandez, retail dealer and manufacturer:—"I favor the retailers' organization movement and believe it will result in good. But they must work together and prove stayers."

D. I. Mange, of Mange, Weisner & Co., manufacturers—"The so-called tobacco trust can never control the crops of tobacco. God does that. The trust may buy up a season or two's crops and hold them, but what of that? Will it not create such a demand that the growers—in fact the people generally, will at once raise such crops as to supply more than the demand? I believe so. No, the tobacco interests are too large and varied to ever be controlled as a monopoly and the thing doesn't worry me a particle."

Joseph Hollard, of J. Hollard & Sons, jobbers and manufacturers: "From my point of view the retailers' movement is hardly practicable, and I will tell you why I think so: The retailer, by necessity and environment, is selfish and will sell whatever is called for. If he is determined to crush out trust goods, let him hide away their signs and put their goods away out of sight under the counter, to the end that the customer will see and call for independent goods. I am not opposed to the retailers' protective movement, mind you; but the fault lies where I told you and the further fact that there must be almost complete organization throughout the city, which I believe the organization cannot get. Philadelphia is very much spread out, you know. A few trust cigar stores down town in the central district, will not hurt the inter-urban and suburban shop keepers and dealers and they are apt to go on as before.

"On the other hand I don't believe the chain system of cigar stores will prove a success in Philadelphia. The city is too spread out. The premium system to-day keeps the trust goods up. Let them drop the premium system and I fancy their sales would drop too. But people do like premiums; of that there is plenty of proof and it may be the independents can pick up that idea and use it to advantage in the present competitive struggle for trade supremacy. The whole trust question is allied to ethics. We can't legally stop the organization of large combinations of capital. They have a right to exist. But it does seem to me that the people, who are interested, should have the right to make them do business honestly and legally."

Joseph E. Tuck, retailer—"Being president of the retailers' association speaks for where I stand on the question, of course. My public utterances, too, show where I stand. We do not necessarily need to 'fight the trust, but we can protect ourselves to the end that we can and will handle anybody's goods we want to sell."

John Allen, of John Allen & Sons, manufacturers: "The protective association idea is a good one if the retailers will only stick together and don't fight one another. When the trust enters the retail field and commences opening retail stores it seems to me they are overstepping the mark. As to the consumer, take him as a class and I haven't much faith in the evenness and dependability of his support. I have had customers who have talked against trusts and illegal combinations and then deliberately turned around and demanded trust products, saying they preferred them. The consumer is very apt to be inconsistent."

Tobacco Crops in November.

The November number of the Crop Reporter says concerning tobacco:

"All of the ten principal tobacco states except Pennsylvania report average yields per acre of tobacco in excess of their ten-year averages. The quality of the tobacco crop is fair."

The average yield per acre in Connecticut is placed at 1,712 pounds, and the average quality is rated at 86, against 1,467 pounds average in the decade. Massachusetts' average yield is given as 1,560 pounds per acre, with 97 per cent. average quality, against 1,698 pounds per acre in the decade. In Vermont and New Hampshire the average yield per acre is higher than in Massachusetts for the year, and their averages for quality are 100 and 101, respectively. Two and three years, respectively, cover the term of the larger period records. In Pennsylvania the average yield per acre is given as 930 pounds, with an average quality of 97 per cent., against an average of 1,156 pounds per acre for the decade. In Wisconsin the average yield per acre is given as 1,340 pounds, with an average quality of 96 per cent., against a nine years' average of 1,092 pounds per acre. Ohio's average yield is 875 pounds per acre, with 89 per cent. average quality, against 725 pounds per acre for the decade. For New York the yield per acre is 980 pounds, with 73 per cent. average for quality, against 1,062 pounds per acre in the decade. Florida's yield per acre is given as 480 pounds, with 82 per cent. average quality, against 502 pounds per acre in the three years' period. Virginia and North Carolina are given average yields of 750 pounds and 650 pounds per acre, with averages of 90 and 89 per cent. for quality, respectively, against average yields of 622 pounds and 518 pounds per acre, respectively, in the decade. Maryland's yield per acre is 625 pounds, with 81 per cent. average quality, against 614 pound per acre in the decade. Kentucky and Indiana are given averages of 753 and 835 pounds per acre, with averages of 80 and 86 for quality, respectively, against acreage yields of 735 and 698 pounds, respectively, in the decade. Illinois and Missouri's average yield per acre is 650 pounds and 850 pounds, with quality averages of 87 and 92 per cent., respectively, against an average yield of 670 pounds and 760 pounds per acre, respectively, in the decade.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Sales come in slowly, and oftentimes with the mark of private terms. When a larger price than the customary price is paid, the packer insists on keeping the price secret, and this enables him to use the seller as his instrument to enable the packer to buy his neighbor's leaf at a low price. We are sorry to see one grower inclined to aid the packer in this way to the injury of his neighbor.

There is much very choice leaf in the Connecticut Valley, and along with that there is some leaf that has cured rather dark, and, consequently, which will not command the highest price. Many of the growers will assort their own crops, while others will employ parties to assort it for them. We learn that a grower in Whately is to assort some 40 tons for others, aside from his own. There are three or four others that do the same work for neighbors.

Our correspondents write:

Whately: "Charles J Smith sold 15 acres at 15c, Quinn Bros. 6 acres

Walter B. Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of **Leaf Tobacco**
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

JOHN D. SKILES,
Successor to SKILES & FREY
PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**
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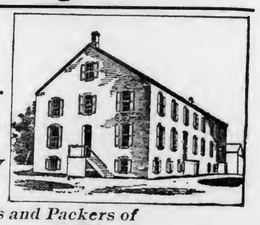
C. W. Smith A. H. Sondheimer
SONDHEIMER & SMITH,
Packers of and Dealers in **Leaf Tobacco**
330 North Christian St.
Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,
PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
TELEPHONE · JANESVILLE WIS.
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R.R.



E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

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Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
☞Samples to Responsible Houses.☜

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Packers and Dealers in LEAF TOBACCO
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Lancaster, Pa.

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Seed and Havana
CIGARS
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Wholesale
Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only Invited.

F. E. Eberly,
Manufacturer of
High-Grade
Union Made CIGARS
Stevens, Pa.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf
Samples free to responsible houses
Write for prices.

at 14c, John Blunkard 6 acres at 12c, C. B Dickinson 15 acres at 15c, Lincoln Sanderson 2 acres at 12c, Scott Bros 12 acres at 12c Meyer & Mendelshon will commence assorting in about a week. Many of the large growers will assort their crops. Some buyers are riding about, but offering low prices. The above lots sold in the bundle."

Conway: "Nothing new to report; only one buyer showed up here yet We don't want to see any of them if they can't talk better prices than he did. Some of the growers are talking of assorting, if they can't get what they think it is worth."

South Deerfield: "There have been several sales in this vicinity, but at much too low prices. The early pieces ought to bring from 18c to 22c in the bundle, but is most generally from 4c to 6c lower. There is some pole sweat in some of the later crops. The percentage of light wrappers is not large. I am going to open my assorting room the coming week and shall employ from twenty to twenty five men. Aside from my own crop, I have engaged to assort over forty tons for others. I have as yet some 200 cases of the 1901, and shall resample before offering it."

Amherst: "The tobacco is nearly all in the bundle. The prices offered are seemingly too low for the present crop. Quite a number will assort their crops rather than take prices thus far offered."

Suffield: "We report sales of two crops, one of 11 acres at 19c in bundle, and one at 25."

BALDWINSVILLE, N.Y.

No buying of the new crop has yet been reported. The tobacco has cured in the sheds very slowly and but a small amount has yet been taken down. A few of the growers have, however, removed their crops from the sheds and report that the tobacco is in good condition.—Gazette.

EDGERTON, WIS.

While there is yet some riding being done for both the remnants of old and new tobacco left in growers' hands, there is a marked decline in the volume of transactions and a number of buyers are pulling out of the field, waiting until the tobacco comes down and is stripped before increasing their holdings. If the dealer is to take the remnants of a buying campaign he feels he is entitled to a closer inspection of the tobacco than he is able to get in the sheds.

Casing weather that preceded the storm of this week has permitted the growers to remove some tobacco from the curing sheds but it is feared that the weather turned cold so soon that growers were unable to take down their entire crop. Warehouse handling is now awaiting deliveries of the crop which now hinges upon stripping.

The market for old leaf develops but few new features, though a better demand for all descriptions of serviceable tobacco is experienced among packers A moderate business in a small way is being done, while the large transaction of the week is the reported sale of 2 000 cases of 1900 by J Friedman & Co., Chicago dealers, to the United Cigar Manufacturers—the Soverhill packing at Janesville.

Shipments, 10 carloads –Reporter

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts in Nov. were 59 Hhds.
Sales " " 378 "
Shipments in " " 922 "
Total stocks Dec. 1 1,012 "
Buyers' stocks, 345 hhds; Sellers stocks, 667 hhds.

Receipts this week, 33 hhd; offerings on the breaks, 9 hhd; sales, 20 hhds.

The loose tobacco market is more active, with contract buying in the country, and sales on the floors of the loose tobacco warehouses. The weather has again been warm and rainy, but the Weather Bureau reports another cold wave on the way to us.

Quotations:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good	9.50 to 10.50

HOPKINSVILLE, KY.

M. D. Boales.

The market for week quiet, with 38 hhds. sold. Prices are unchanged and stock about 500 hhds. on sale, mostly long dark, medium to fine leaf.

QUOTATIONS.

Lugs—5 to 6½c.
Leaf—Com., 6¼ to 7¼c; Med., 7¼ to 8¼c; Good, 8½ to 10½c; Fine, 10½ to 12½c; Cigar Wrappers, 8 to 11c; Plug Wrappers, 9 to 12½c; Spinning Leaf, 7½ to 10c.

The initial sale of loose tobacco in piles, "Old Virginia ways," was made Thursday by R. M. Wooldnap & Co. of 9 piles lugs, average 3 80 and 11 piles leaf, average 5½ 13 piles on stalk 2 50. The quality of this new tobacco shows fair to good body, but very short, 8 to 10 in long of dark to brown color. Sales will continue in this way on Tuesdays, Thursdays and Saturdays, and may lead to this manner of selling altogether. 4 hhds. hand packed new crop lugs and leaf sold at 6 average.

Receipts for the week, 45; year, 11,910. Sales for the week 39; year, 10,520.

THE Cigarmakers' International Union spent $150,000 last year in advertising the union label of the craft.

Independent Tobacco Salesmen.

The Independent Tobacco Salesmen's Union has been formed in Chicago. Following is a list of those who have already joined:

Max Leidersdorf, R. A. Patterson Co. Richmond, Va.
George Boe, H Weissinger Tobacco Co , Louisville
L. C. King, Globe Tobacco Co , Detroit.
A P. Prosser, Lovell & Buffington Tobacco Co., Covington, Ky.
E T. Crump, P. T. Conrad & Bentley Co., Richmond, Va.
D H. Satinger, manager Manuel Lopez Co., incorporated, Chicago
J. J. Farrell, Eagle Tobacco Co , Quincy.
Ed. Dessell, Manufacturers' Tobacco Co., Louisville, Ky.
Charles Thompson, B. Leisendorf Tobacco Co,. Milwaukee.
Frank G. Osgood, Day and Night Tobacco Co Cincinnati.
G. Halloway, Strater Bros. Tobacco Co., Louisville
Martin Hensel, Joseph G. Dill Tobacco Co., Richmond, Va.
J. J Sepp, Weisert Bros. Tobacco Co., St. Louis.
R. W. Rollins, Manufacturers' Tobacco Co , Louisville.
J. E. Ferry, representative of several Chicago factories.
J. G. Herr, general agent Martin Tobacco Co , Louisville.
F. Heminghaus, Scott & Dillon Tobacco Co., Detroit.
John D. Walker, president Blue Grass Tobacco Co., Lexington, Ky
Charles W. Sweny, H. N. Martin Tobacco Co , Louisville.
R H. Meyer, John J. Bagley Tobacco Co , Detroit.
C. W. Bondurant, Reynolds Tobacco Co., Bristol, Tenn.
H Truchs, Bohls Tobacco Co , San Francisco.
W. R. May, Martin Tobacco Co., Louisville.
A V Thompson, F. R. Smith, United States Tobacco Co. Richmond, Va.
J. La Grange, Manchester Cigar Co., Baltimore.
F. C Canfield, Scott & Dillon Tobacco Co,. Detroit, Mich.
C F. Clausen. J Licock. J Bill inghammer, H Denham, I. Mayer James M. Preston. John H. Collins. W. H. Heegaard Tobacco Co.

Lebanon Tobacco Area.

Interesting Statements by Government Bureau of Soils.

The Bureau of Soils of the U S Department of Agriculture, in its annual report for 1901, has the following to say concerning the Lebanon area, Pennsylvania, anent the fitness of the soil for tobacco raising, etc. The Lebanon area, covering 699 square miles, or 428,030 acres, includes parts of Lancaster, Dauphin and Lebanon counties. The report says: "Tobacco is the principal money crop raised in this area."

The loams found consist of the following: Hagerstown loam, 22 per cent.; Hagerstown shale loam 33 per cent.; Penn stony loam, 11½ per cent; Penn sandy loam, 9 per cent., Penn loam, 6 per cent.; Cecil clay, 5 per cent; Edgemont stony loam, 5 per cent.; Donegal gravelly loam, 3 per cent; Dauphin sandy loam, 2½ per cent; Lickdale clay loam, 1 per cent

The report says: "Upon some of the lighter textured soils it would seem that wrapper tobacco might be introduced. * * * It is believed that a more desirable filler leaf can be grown on some of these soils than is now produced. The type produced brings the farmer about 6 or 7 cents a pound. The Zimmer Spanish tobacco of the Miami Valley, Ohio, used for the same purpose brings nearly twice as much The imported Cuban leaf, used also as a cigar filler, sells for $1 to $1.50 a pound. If the money value is a true indication of the relative merits of these tobaccos, there is certainly great need of improving the Pennsylvania leaf, and the indications are that with different seed and different methods the quality can be very materially bettered The general conditions of agriculture in the area are of such high order as to admit of little suggestion for their improvement The thrift of the people is an object lesson for other communities"

The report deals at some length with the Government's successful efforts to stamp out black rot from Pennsylvania tobacco in bales by a new method of fermentation.

Pushing Tariff Work.

Germany is giving attention to a new tariff as is shown by the following cablegram from Berlin:

The majority groups in the Reichstag have determined to pass the Tariff bill before Christmas. According to the present programme, they will try to pass the second reading by Saturday, and pass the third reading next week.

It is quite generally believed that the recent heavy purchases of tobacco in Germany by American companies, with the view of cornering the market, has had much to do with the Reichstag's deep interest with the new tariff Germany intends to practice reciprocity with Uncle Sam.

Another Sumatra Smuggler Caught.

U S Customs officers, assisted by Jersey City police, arrested a man named Joseph von Demme in Jersey City on the morning of December 1, on the charge of attempting to smuggle into the United States 650 pounds of Sumatra tobacco from one of the ships plying between Antwerp and New York.

Customs officers say that the only certain way to break up this illicit traffic in Sumatra will be for the importers to hire their own detective to keep a constant watch upon incoming ships. Customs men say that with all their other duties to be performed they cannot give to this one subject the close attention which the ingenuity and the boldness of the smugglers indicate are necessary.

Match It, if you Can----You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market.
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.

THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in

Leather Goods and Celluloid Signs

of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.

When it comes to New Ideas, We are just full of them.

Samples and prices cheerfully sent those who really mean to buy.

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DAILY CAPACITY 5,000
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Packer of and Dealer in
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Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. Investor—5 Cents
Phares W. Fry, Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty CIGAR RIBBONS,
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Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc. Tilden, York Co., Pa.

Doings of the Tobacco World

Latest News and Happenings in Condensed Form.

—Henry Sourtag, one of the oldest tobacco merchants of Lima, O., is dead.

—All the tobacco growers in the Clarksville, Tenn., district are organizing, to act in harmony.

—White burley growers in the Maysville, Ky., district have formed an association for mutual aid.

—The Cigar Dealers' Association of America has adopted a label, a Pegaseus and appropriate wording

—The aggregate value of the world's yearly production of cigar leaf tobaccos is about £10,000 000

—Colby M. Jenkins, tobacco raiser, Lancaster, Ky., has made an assignment. Liabilities, over $10,000.

—The Havana cigarmakers'strike resulted in great financial loss as well as eighty two wounded men and two killed.

—T. M. King has opened up a cigar factory at Macomb, Ill., with Charles A. Brooks in charge. Mr. King also has other factories.

—Farmers in and about Bowling Green, Ky., are happy because they have received over $100 000 for their tobacco crops and mules.

—That good old motto, "Make hay while the sun shines," doesn't mean that you are to be idle when it is cloudy—then is the time to prepare for the harvest.

—The late Duke of Edinburg was a great smoker, and used to say that there were two things he would never give up—his honor and his tobacco pouch.

—Louisville, Ky., sells more Burley and more dark tobacco than nearly all the other markets combined, including Cincinnatti. It claims also to be the second city in point of manufacturing.

—Independent retail tobacco men of Chicago have determined to take a snapshot photograph of every man seen entering a trust cigar store with the view of letting anti-trust sympathizers know their enemies.

—China has 426 000,000 inhabitants and many use tobacco. Many more are learning and leaf men and growers are beginning to figure what a possible good field the land of the Mongolians, etc., will be for future sales.

—Immigration agents of the Southern Pacific railway are planning a systematic course of education for the tobacco growers of the United States, the first lesson to be that Texas has, within a radius of a hundred miles or so, soil and climatic conditions which enable her planters to produce three or four of the most valuable varieties of tobacco leaf. The scheme is to produce within the United States all the costly tobaccos that have heretofore been imported.

—Thirty years ago Sunneytown, Pa., was a cigar manufacturing place of almost national reputation. A short time ago the last cigar factory gave up doing business. Strikes are accredited with having settled the town in the cigar industry.

—A large delegation of German farmers, under the auspices of the German Agricultural Society will visit the United State next April and make a three months' inspection of American farms. They propose to study American agricultural methods and of course tobacco growing will be a chief object of interest.

—Among the shipments of leaf tobacco from Havana, Nov. 29, were the following: Via steamer Excelsior, for New Orleans, 25 bales, consigned to the United Wholesale Grocery Co., Los Angeles, Cal. Via same steamer, 126 bales, consigned to Crump & Bros., Chicago, Ill. Via steamer Ulo, for Mobile, 13 bales, consigned to Hooker Cigar Co., Minneapolis, Wis.

—The British American Tobacco Company has been formed in London with a capital of $30,000,000. Eighteen directors have been appointed. J. B. Duke, W. R. Harris, W. W. Fuller, J. B Cobb, H. Roberts, C. C. Dula and P. S. Hill represent American interests, the other places being filled by leading English manufacturers, Mr. Duke is the chairman and will have the directing of the company. This company will run all the export factories, but those where goods are manufactured for home consumption will remain in the control of the trusts' in their respective countries.

A Smart Move.

Partidos Said to Masquerade as Vuelto Abajo.

In connection with the recent strike of cigarmakers at Havana, Dr. Edward Fornias furnishes the World with a copy of "El Mundo" of Havana, and directs attention to an article in that paper, written by a correspondent from San Antonio de los Banos, which is in the Partidos tobacco district. Some time ago the Havana Commercial Co., which is a branch of the American Tobacco Company, opened a factory at San Antonio de los Banos, in the rural district and where help can be employed cheaper than in Havana. The article from "El Mundo" states that the police were recently called to the San Antonio de los Banos factory to quell a riot but that they were surprised when they reached the factory to find no disturbance; indeed, the workers stated that they had no intention of striking as they were well satisfied and pleased at being given employment. In that locality, too, the factory is said to be using Partidos tobacco (where once it used Vuelto Abajo) and of course that helps to boom business in that particular part of Cuba. The Rosa Aromatica cigar, it would therefore seem, is now made of Partido instead of Vuelto Abajo, and this move the Cubans consider a smart one upon the part of the American tobacco people.

Cuban Tobacco in Texas.

Philadelphia Dealers and Brokers Pronounce Favorable Opinion

The Secretary of Agriculture is sued the following statement last week:

"The Bureau of Soils, which has been engaged for a number of years in investigations looking to the improvement of our domestic tobaccos, has recognized for some time the desirable qualities in tobacco grown in Texas, apparently occurring only in occasional leaves. Only a small amount of this leaf has been grown this year which could be fermented Samples have been submitted to leaf dealers and brokers in New York and Philadelphia. They say it is a Cuban leaf with the characteristic aroma of the Cuban product.

"The Department will send two survey parties to Texas soon to prosecute the survey of the area containing this soil and will enlarge the party of tobacco experts so that fifteen or twenty acres of tobacco shall be grown under Government supervision, thus producing a sufficient quantity to be handled on a commercial scale This will be submitted to the leaf dealers and manufacturers for opinions on the commercial value of the crop before any encouragement is given to Texas growers"

PATENTS RELATING to TOBACCO, Etc

714,887 Manufacturing smokers' articles, George L. Flusin, Grenoble, France

715,065 Tobacco baler, Henry W Helgeson, Boma, Wisconsin

715,090 Match safe, Wallace W. Kyle, Pulaski, Pa.

714,728 Implement used in the manufacture of cigars, cheroots, etc. Charles Millhiser, Richmond, Va

714,729 Knife for cutting tobacco leaves, Charles Millhiser, Richmond, Va

714,736 Machine for cutting cigar wrappers John A. Peepels, Lancaster, Pa

714,749 Match box, Phillip Seiler, Chicago, Ill.

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Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
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219 North 2d Street, Phila.

BUSINESS CHANGES, FIRES, Etc.

Illinois.

Chicago—Ruhstrat & Curlett (Inc.), changed name to United Cigar Store Co.

Indiana.

Garrett—L. M. Gingery, cigars, tobacco, etc., sold out.

Indianapolis—Hamilton Tobacco Co., manufacturers, closing out.

Waba h—M. M. Castlow, cigars, etc., sold out.

Iowa.

DeMoines—John D. Zeck, cigars, chattel mortgage, $700.

Massachusetts.

Holyoke—Thomas C. Dufresne, cigars, etc , chattel mortgage $911.

Malden—T. J. Trainer cigars, etc., sold out to W. H. Boyce.

Missouri.

Carrollton—R. G. Martin, of R. G. Martin & Co , tobacco, dead.

Kansas City—J D Vandewater, cigars, etc., bill of sale $1,200.

New York.

New York City—Max Lookstein cigar manufacturer, petition in bankruptcy.

Ohio.

Cleveland—N. & L. Wisenberg, leaf tobacco, discontinued

Dayton—H. T. Tettman, cigars, sold out to E. C. Smith.

Texas.

El Paso—R. L. Wooster, cigars, etc., sold to George Diehl.

Washington.

Spokane—Jos. Camia, cigars, etc., sold out.

Wisconsin.

Milwaukee—Estate of George Allanson, cigars, etc., succeeded by George Allanson Co. (not inc.)

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco orld for 1902, handsomely bound. You may vote at any time, and as often as you please but no vote will be counted unless it is sent to The Tobacco orld on the following coupon:

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224 Arch street, Philadelphia:
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Contributed by Name ____ Street, ____
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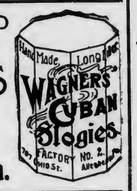

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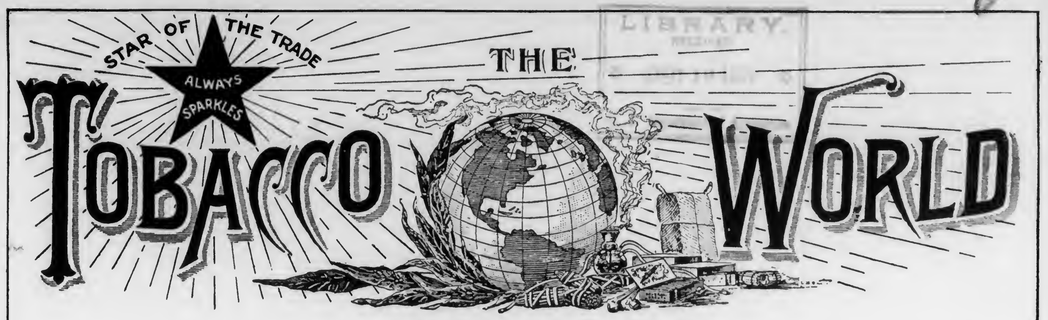

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Vol. XXII., No. 51

PHILADELPHIA, DECEMBER 17, 1902.

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THE TOBACCO WORLD

THE COMIC HISTORY OF TOBACCO

BY DIVERS HANDS

Chapter LI.—A Great Lady Novelist's Crowning Achievement.

By D. J. VLASTO, of the Anglo Egyptian Cigarette Co.

There are novels and novels, but there are no novels like Ouida's novels. At least that is what most ladies who read novels and who have favored me with their opinions agree in thinking. All of these ladies belong to that numerous class, beloved of publishers, which confines itself to the reading of advertised books. Their husbands, brothers, and sweethearts, must be, I think, those numerous gentlemen who smoke advertised brands of cigars and cigarettes. There are many novels, I am sure, not advertised in the large way now so prevalent, which might repay perusal by women's eyes. There's "Clarissa Harlowe," and "Pamela," and "Sir Charles Grandison," for instance, each of which won tributes of tears from the novel-readers whose wants Samuel Richardson understood so well. There's "Consuelo" and that whole vast library George Sand wrote for French novel-reading ladies. There are others, too, in England, Germany, France, and America, who have aimed their pens at the feminine heart, but there is nowhere in any land, nor has there been at any time, anyone whose marksmanship has been quite so successful as Miss Louise de la Ramee.

Great is Ouida, but vastly greater the service she has performed in the cause of tobacco. Her villains and villainesses, her heroes and heroines, are all impossible, wooden, stagey, cheap; they tear passion to tatters; they rant like the very barn-stormers that they are; they violate every principle of taste, and yet, strange mystery, they hold places in the affections of women of all classes which Hamlet and Iago, Queen Gertrude and Lady Macbeth, Romeo and Rosalind, strive in vain to reach. But, then, you see, Shakespeare never once mentions tobacco, and Ouida is forever writing about it.

Do women hate tobacco? Ask rather do men love it half so well. In their disingenuous abuse of tobacco do women best display that native inconsistency without which men would not love them one tenth so well. Women love tobacco, not for its own sake, but because they appreciate at its true value, and far better than men do, the solace and contentment it brings to the men in whom they are interested. Nice housekeepers do undoubtedly hate to have the curtains at their windows reek of tobacco smoke; careful mothers of growing boys truly resent the proneness of children to cigarette smoking, and every loving woman in the world is jealous of her lover's cigar, pipe, or cigarette. But that is all. All women are sensible women, and the more they love the greater is their common sense.

Ouida knew all of this when she began writing her novels, and she knew how to refine her knowledge, how to make it marketable, how to get her readers to agree with her. She knew that the men and women in her stories were only so many sticks, and she knew besides, how to dress up her puppets in rhetorical tinsel. But the finest thing she did—her crowning achievement—was to put Turkish cigarettes between the lips of her heroes. Every man Jack of them is a cigarette smoker, and it was not the regimentals, the swagger, the mustachios, and the fine eyes and the fine language of her Granville de Vignes, her Bertie Cecils and the rest of them that caught the fancy of the women who devoured her books, though the regimentals, the swagger, the mustachios, and the fine eyes and language all helped, but the cigarette. When Ouida began writing, which was more years ago than I care to state, because that distinguished lady is still living unmarried, the swell youth of England, the guardsmen and younger sons for whom she invented so many interesting troubles, either smoked not at all or were given to pipes or cigars. A non-smoking man is too much like the "pale young curate" of Gilbert and Sullivan's opera to appeal strongly to the feminine heart. A pipe smoker is too much like one of the 'Arrys who go on cheap excursions to Margate or Brighton, and cigars are for elderly settled gentlemen. Yet her heroes had to use tobacco in some form, and so the clear-sighted Miss de la Ramee made her men smoke cigarettes. Seeing that cigarette smoking was a rare practice in England when Ouida's first novel was published, the experiment was as daring as it was ingenious. But the glorious success of it! In the whole history of the literature of fiction there is nothing like it The reception Samuel Richardson's "works" got from the feminine world of his day is not to be mentioned in the same breath with the ecstasy with which Granville de Vigne was hailed, and as for George Sand in France, well, Indiana was a reasonably great success, but there have been others in that country which were far more important—Rousseau's "Emilie" for instance—but in England, indeed, in the English-speaking world, there are no novels which women love with one-thousandth part of the same passionate joy which they had for Ouida's first books. Trashy? Of course they're trashy, I've said all that before, but their pages are full of cigarettes and a cigarette in a handsome man's mouth is so very reckless! In Ouida's case the style is the woman, for no one save a woman vowed to life-long maidenhood, as Miss de la Ramee is, could have been so uniformly successful in bringing out the proper value of this quality in her men. All women love to read about men who are reckless and devil-may care, yet those who marry them often quickly tire of their mates.

It's a blessed thing that so fine a brain, so acute an intelligence as that of Miss Louise de la Ramee came along just in time to give the cigarette business in England a start. It does take genius to make great discoveries, now doesn't it?

MR. D J. VLASTO.

Next Week—Chapter LII:—The Immortality of Jean Nicot, by Roger G. Sullivan.

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Established 1881.

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TOBACCO WORLD PUBLISHING CO.
No. 224 Arch Street, Philadelphia.

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DECEMBER 17, 1902.

THE cigarette, like the Mormons, has few friends. People dealing in tobacco condemn the whited graveyard agent more severely than those outside the trade. "Smoke a pipe or cigar," is their advice, "or, if you must smoke cigarettes, use them in moderation." The latest fling at the little lung-destroyers was taken last week by the commercial teachers of Kansas, who were assembled in state convention at Salina. The convention adopted severe resolutions in denunciation of the employing of young men in business who are victims of the cigarette habit. The convention decided to recommend no one as being "competent, moral, and intelligent" that has acquired the habit. The resolution declares it is utterly impossible to make a practical business man of the cigarette fiend, as he is incapable of receiving the most simple business education.

SEVERAL tobacco trade journals are telling of the cigars most favored by the smokers of their several cities. The Southerns, it would seem, generally run to dark, heavy cigars—somewhat as they do in England. "Out West" and up in the Northwest, they demand as a rule good Havanas, and undoubtedly have the money to pay for them. Philadelphia has long been noted for her enormous output of excellent 5 cent cigars and they are a great favorite at home as well as in almost all parts of the United States. Of course ten-cent cigars also have thousands of admirers too and for that matter the number of Philadelphians who smoke high-priced and real high-priced cigars are legion.

THE creation of a new seat in the President's Cabinet, that of a Secretary of Commerce, is earnestly to be desired by the tobacco growers and dealers of the United States for obvious reasons. The growth and shipment of tobacco would, under such an official, probably receive far more care than is the case at present, and again, it is fair to presume that transportation matters would also receive close attention resulting in benefits to shippers. Again, the matter of taxes upon tobacco would come in for far better attention, and no doubt the taxes would be more equitable and satisfactory to the taxpayers.

A NEW JERSEY paper has gives following timely comments anent the formation of retailers' protective associations and the tobacco trust:

In fighting the latest absorption methods of this great trust the independent dealers, even with organized labor at their back, have a hard task, though the formation of a stock company to that end has already been undertaken and the support of the trade unions successfully appealed to. The outcome of the struggle, with the odds at present in favor of the American Tobacco Company, is difficult to forecast. The average consumer's sympathies may be with the anti-trust dealers, but when his pocket is appealed to his custom goes to the concern that sells the most desirable goods at the lowest prices. This is an economical axiom that will decide the issue. To knock out the trust the new combination must obtain its goods at equally low rates and undersell to the consumer. Can it do so?

Harris Goldberg Not Wanted

At the regular bi-monthly meeting of the Retail Tobacconists' Association of Greater New York, at Maennerchor Hall, on the evening of December 8, Harris Goldberg, of the Independent Cigar Stores Company, was expelled from membership, and the dues which he had paid in were returned to him.

M. L. Harris, of 120 Nassau street, one of the most active members of the association, says: "Many cigar dealers who pretend to be in sympathy with us are really owned by the trust or side with it. We had reason to suspect that Mr. Goldberg was not loyal to us and the matter was referred to our Executive Committee. The Committee gave him two chances to explain certain things, and finally reported against him. Mr. Goldberg was present at the meeting on December 8, but his explanation was not satisfactory, and so we expelled him."

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We Can Give You Light
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THE MANUFACTURER'S DUTY TO HIMSELF.

By Joseph F. Cullman, of Cullman Bros.

Since it is well known that every large combination of capital engaged in manufacturing articles of common use devotes a great part of its energy and a considerable portion of its capital to acquiring as large a stock of desirable raw material as possible—and that this is the policy of the various corporations now engaged in cigar manufacturing we all know, for their buyers are active in every tobacco market—it seems to me that the obvious duty that all competing cigar manufacturers owe to themselves, not only now but always, is to accumulate as large a stock for their own use as their capital or their credit will permit. In former years that was the common practice of all the large cigar manufacturers. Each would buy a very large stock of tobacco, particularly of the domestic types. Such tobaccos, if properly cared for, improve with age, and the possession of a large supply enabled the manufacturer to produce for a long time, and in large quantities, a cigar that was uniform. It is, after all, the cigar of uniform quality which builds up both the reputation and the fortune of the manufacturer. The man who is forced, or who elects to buy in small quantities on the hand to mouth principle, is in constant danger of losing the favor of smokers for the very reason that the uniformity of his product is impaired. While it is undeniable that the taste of the general public in the matter of cigars is infinitely varied, it is nevertheless not a fickle taste. Confirmed smokers are not in the habit of changing their brands, and those of them who do are usually convinced that the brand is no longer what it used to be, i. e., its quality is not uniform. A phrase which is almost as often in the mouths of cigar smokers as cigars are, is "individualism in cigar manufacturing." That "the style is the man" is as true of cigars as it is of books. Cigar manufacturers are known by the cigars they put upon the market. To preserve this individualism in his product and to make it recognizable by the public is the aim of every wise manufacturer, and it is upon the public's faith in his wisdom that the permanency of his success depends. Individualism in manufacturing need not be pronounced, which is equivalent to saying it need not be eccentric. The individualism of which I speak results usually from a combination of traits in the manufacturer, and among these traits a painstaking personal supervision of every one of the details of his business ranks very high in my esteem. It is neither difficult to learn how to manufacture cigars properly nor how to sell them to advantage, and once a cigar has gained public favor the path of the manufacturer is easier still. But it is precisely at this point that such a manufacturer will take serious counsel with himself on the subject of insuring the continued success of his business. Sensible men are almost a unit in admitting the wisdom of insuring their lives for the benefit of their families. After the payment of each premium as it falls due they have a pleasant sense of duty performed. Well, then, to keep his factory supplied with a large stock of the tobaccos mostly utilized in his product long ahead is the best of all ways of insuring a manufacturer's business. Not only is this wisdom on the part of all manufacturers, but it is precisely the plan which is followed by the very big ones. They buy for needs that are from fifteen to eighteen months off, and their smaller competitors who will follow their example in this most important particular need not unduly fear their competition.

The great corporations which are now engaged in manufacturing cigars will probably never abandon that field. They are in the business to stay. Those who manage their affairs are generally broad minded, shrewd and capable, but it is no disparagement of them to say that they are not the only broad-minded, shrewd and capable men in the cigar manufacturing business, for, as the colloquial phrase of the day has it, "there are others." A wise use which the enlightened foresight of great corporations makes of their capital is in the acquiring and continuing to acquire large stocks of suitable tobaccos, and in this manifestation of wisdom every other manufacturer may and can emulate them according to his means or his credit. A large stock of serviceable leaf is the best fortification against every sort of competitor, and especially the unanticipated sort.

J. F. Cullman.

—John W. Gates says that tobacco is not injurious. "I've used it since I was seven years old," he declares.

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No. 228 Pearl Street,
NEW YORK.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.

No attention will be paid to anonymous communications. Address

THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

The Manufacture of Tobacco

RICHMOND, VA., Dec. 15, 1902

DEAR MEDICINE MAN.

Please describe for us the various processes for manufacturing plug tobacco. A LITTLE CLUB OF THREE.

Answer.

I think I cannot do better in answering the Little Club of Three than to quote the description of the manufacture of tobacco supplied several years ago by the J. Wright Co., of Richmond, to Mr. Killebrew for his book:

"In no other line of manufacture is there so much to be gained by the proper selection and judicious use of the material, as in the manufacture of plug tobacco. How to combine the different qualities of tobacco, with what sauces to treat them, how to fashion the plugs or twists, and what markets are to be accommodated, require the most intelligent thought and the most skillful management. The tobacco leaf is exceedingly variable in its component elements. Its secrets are the secrets of chemistry and bacteriology. It presents endless problems and demands constant study for their solution.

"The manipulation differs with each variety or grade, and no two types or grades of tobacco will produce precisely the same results under the same treatment. The taste and flavor of the product must be agreeable to the consumer, and the tastes of consumers vary. What will suit one class of consumers would probably be very distasteful to another class. The man of sedentary habits prefers a mild, sweet tobacco, with a small content of nicotine. On the other hand, the field laborer, the sailor, the fisherman or the man living an outdoor life, is best pleased with strong tobacco. The habits, as well as the tastes, of men must, therefore, be considered by the successful manufacturer.

"The manufacture of tobacco has been going on for centuries, and from the simple operation of taking out the midrib and putting it up into twists, the industry now employs the most skilled labor and the most complete mechanical appliances for treating it with sauces, drying it by artificial heat, reordering it by steam, weighing, putting on the wrapper, and compressing into plugs in various forms and sizes.

"The Burley of Kentucky and Ohio, and the sun, air and flue-cured tobacco of Virginia and the Carolinas, constitute the fillers for the greatest part of the plug tobacco of the United States. The wrappers also come from Virginia, the Carolinas, and the White Burley districts. The Burley fillers are sometimes whitish, but generally of a cinnamon color, of a tough, waxy finish and silky fiber. These fillers have more body and gum than the cutting leaf from the same districts. The raw material is put up in casks, of an average weight of 1,000 pounds for Burley fillers, and 750 pounds for Virginia and Carolina wrappers. The tobacco is packed in uniform layers, and but slightly compressed, so the leaves may open freely.

"In a properly constructed tobacco factory, the work begins in the upper story, to which the hogsheads are elevated. The work begins in the leaf department. The casks are taken off, so as to expose the tobacco. It is taken up, bundle by bundle, and shaken. The inferior tobacco is thrown in one pile, and the better qualities assorted and put in other piles. Water is sprinkled over each layer of bundles as they are put in the piles, and the tobacco remains in this condition for twenty four hours, so that the moisture may become evenly distributed. Women mainly, and sometimes men, are employed in untying the bundles, and picking, leaf by leaf, assorting and separating them into the different qualities suitable for the various brands to be made in the factory. The leaves are then brought into a high state of moisture by steam, and the stems removed. After this, the strips or stemless leaves are passed, by chutes, to the next floor below, which is called the wrapper room, where the sauces and other flavorings are applied by dipping the leaves in a vat filled with the flavoring liquids. These sauces are compounded and cooked in immense kettles arranged for the purpose, and their density is determined by hydrometer, so as to keep them true to the formula adopted. These formulas are usually one of the secrets of the manufacturer, and upon the popularity of the flavor used depend, in a great degree, the profits of the business This sweetened and cooked liquid is poured into immense vats. After the leaves have been thoroughly saturated with the liquid, they are made to pass through wringers, so as to press out the surplus liquid, which flows back into the vat. The leaves are then passed over a series of heated rollers, becoming thoroughly dry, but are again reordered by steam and packed in bulk, to remain until wanted for making into plug.

"The next step is to pass the mass of sweetened leaves, by a chute, to the floor below, or lump room, where it is weighed, enough at a time to make a plug, and this quantity is put in a shaper, which gives the desired form and size to the plugs. These pressed plugs are passed to benches or stands, where the wrappers are put on by skillful men. These wrappers are carefully selected, as to color and character of leaf, so that the same general appearance may be given to the plugs of the same class. All plugs deficient in weight or defective in color are rejected. The perfect plugs are now dried and packed in boxes for the floor below, where they are put in iron cases and pressed and creased.

"The different brands require different hydraulic pressure. Shape mills and pot mills are used. While the plugs are under pressure, they are put in gums and allowed to sweat or ferment. Some brands are fermented lightly, others undergo a long process of fermentation. In each case, the purpose is to adapt it to the market for which it is intended and where it is in demand.

"After this fermenting process, the plugs are taken out and again carefully inspected, the faulty ones being rejected and the perfect ones tagged and packed in boxes. When the boxes are filled, only enough pressure is put on to get in the heads. When these are fastened in the boxes, they are sent to the shipping room, where they are branded with name, size of the plug, and the gross and net weights of each box. There is a groove on each box for the government stamp, which must be placed on each package, and then varnished and canceled. The boxes are strapped in packages of five or more, for shipment.

"Cut plug tobacco is carried through a similar process, except that it is not wrapped. It is made into various sizes, blocks or slabs, and cut into slices for fancy tin or paper box work, or shagged for boxes or pouches, as customers may desire. Cut plug is made by a costly patented machine, constructed for the purpose. It is put up in packages varying in weight from two to sixteen ounces, stamped and packed in wooden cases for shipment, according to the requirements of the trade."

***

Independent Manufacturers of Tobacco.

CHICAGO, Dec. 16, 1902.

DEAR MEDICINE MAN:

For the benefit of your readers here will you be so very kind as to reprint the list of the independent manufacturers of tobacco in the United States which was published last year in "Tobacco," I think?

REBEL RETAILER.

Answer.

Certainly. Here it is, with the exception of the name of D. H. McAlpin & Co , of New York, who were absorbed by the American Tobacco Company subsequently to the publication of the list in Mr. Delano's paper:

Mrs. G. B. Miller & Co., New York City
The Surbrug Co., New York City
Leopold Miller & Sons, New York City
B. Payn's Sons' Tobacco Co., Albany, N Y
Francis Shields, Albany, N Y
Warneke & Brown, Utica, N Y
Hoffman & Co., Red Hook, N Y
S. F. Hess & Co., Rochester, N Y
Spaulding & Merrick, Chicago, Ill.
B. Leidersdorf & Co., Milwaukee, Wis
John J. Bagley & Co., Detroit, Mich
Globe Tobacco Co., Detroit, Mich
Scotten-Dillon Co., Detroit, Mich
Scotten Tobacco Co., Detroit, Mich
Myers, Cox & Co., Dubuque, Ia.
Lovell-Buffington-Whitman Co., Covington, Ky.
Spillman, Ellis Tob. Co., Lexington, Ky
Perkins & Ernst, Covington, Ky.
H. N. Martin & Co. (also Louisville), Greenville, Ky.
R. T. Martin & Co., Greenville, Ky.
Martin Reynolds & Co., Greenville, Ky
Robards-Kitchell Tobacco Co., Henderson, Ky
Finzer Bros., Louisville, Ky
Manufacturers' Tob. Co., Louisville, Ky
Monarch Tob. Works, Louisville, Ky
Nall & Williams Tob. Co., Louisville, Ky
Strater Bros. Tob. Co., Louisville, Ky
E. O. Eshelby Tob. Co., Newport, Ky
Axtell-Hilton Tob. Co., Owensboro, Ky
Western Tobacco Co. (A. M. Egbert, president), Kansas City, Mo.
Christian Peper, St. Louis, Mo.
Weisert Bros. Tob. Co., St. Louis, Mo.
John Weisert & Co., St. Louis, Mo.
Allen & Dunning Tob. Co., Paterson, N J
Sparger Bros., Mount Airy, N C
Hadley & Smith, Mount Airy, N C
Mack Tobacco Co., Cincinnati, O
Spence Bros. Co., Cincinnati, O
Catterell-Fenner Co., Dayton, O
Wilson & McCallay Tobacco Co., Middletown, O
Frishmuth Bros. & Co., Philadelphia, Pa.
Weyman & Bro., Pittsburg, Pa
Clark & Snover Co., Scranton, Pa
Clock Tobacco Co., Scranton, Pa
Reynolds Tob. Co., Bristol, Tenn.

Importers of
F. & E. Cranz, Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

SILVEIRA & CO.
General Commission Merchants
Leaf Tobacco & Cigar Department
A. CATTERFELD, Manager.
Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE.

MANUEL MENENDEZ PARRA,
Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
Amistad 87, HABANA.

La Flor de J. S. Murias & Co.
of SUAREZ & CO.
Vuelta Abajo Cigars.
Egido Street 2, HAVANA, CUBA.
P. O. Box 431. Cable: "Suarco."

Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
Amargura 7,
P. O. Box 728. Habana, Cuba
Cigar Department Manager, EDMUND WILL

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de
Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114,
(P. O. Box) Apartado 270. Habana.
Cable: ZALEZGON.

SANCHEZ Y CUETO S. en C.
Sucesores de CARRILES Y SANCHEZ,
Almacenistas de Tabaco en Rama
Specialty in Vuelta Abajo, Semi Vuelta y Partido
AMISTAD No. 93,
Habana, Cuba.

JOSÉ MENENDEZ,
Almacenista de Tabaco en Rama
Especialidad Tabaco de Partido
Vegas Proprias Cosechado por el
Monte 26, Habana, Cuba.

TOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

Merriwether Snuff & Tobacco Co., Clarksville, Tenn.
G. Turnley, Clarksville, Tenn.
Sugg Bros., Dyersburg, Tenn.
Campbell Tobacco Co., Greenville, Tenn
Greenville Tobacco Co., Greenville, Tenn
W. E. Mebane & Son, Huntington, Tenn
Morristown Tob. Works, Morristown, Tenn
Nashville Tob. Works, Nashville, Tenn
N. Porter & Son, Newbern, Tenn
Berry Tobacco Co., Bedford City, Va
Bolling-Wright Co., Bedford City, Va
Arnett, Overby & Co., Danville, Va
W. C. Hurt Tobacco Co., Danville, Va.
P. B. Gravely & Co., Danville, Va
G. Pinn's Sons Tob. Co., Danville, Va
Penn & Rison, Danville, Va
Schoolfield & Watson, Danville, Va
Taylor, Spencer & Co., Danville, Va
Wemple, Ellerson & Co., Danville, Va
B. F. Gravely & Sons, Leatherwood, Va
Allen Bros. Tob. Co., Lynchburg, Va
H. Evans & Bro., Lynchburg, Va
J. W. Carroll, Lynchburg, Va
W. A. Ford & Co., Lynchburg, Va
Hancock Bros. & Co., Lynchburg, Va
Sneed & Carrington Tob. Co., Lynchburg, Va
English, Belcher & Co., Martinsville, Va
Henry County Tob. Co., Martinsville, Va
Pero & Watson, Martinsville, Va
Rucker & Wilten Tob. Co., Martinsville, Va
Sparrow Bros., Martinsville, Va
Spencer Bros., Martinsville, Va
Bland Tobacco Co., Petersburg, Va
J. H. Machin & Son, Petersburg, Va.
William Cameron & Bro. (export), Petersburg, Va
Butler & Bosher, Richmond, Va
Cameron & Cameron, Richmond, Va
Joseph G. Dill, Richmond, Va
W. T. Hancock, Richmond, Va
Hardgrove & Co., Richmond, Va
Larus & Bro., Richmond, Va
A. Maupin & Co., Richmond, Va
J. B. Pace Tob. Co., Richmond, Va
R. A. Patterson Tob. Co., Richmond, Va
United States Tob. Co., Richmond, Va
C. F. Russell Tob. Co., Richmond, Va
Spicer, Son & Co., Richmond, Va
T. C. Williams & Co., Richmond, Va
W. J. Yarbrough & Sons, Richmond, Va
Beall & Deshazo, Ridgeway, Va
George O. Jones & Co., Ridgeway, Va.
Spencer A. Churchill, Roanoke, Va
R. H. Fishburne & Co., Ltd., Roanoke, Va
L. Deshazo & Co., Spencer, Va
D. H. Spencer & Son, Spencer, Va
A. M. Scales, Stuart, Va
A. O. Bell, Wilmington, Va
Bloch Bros. Tob. Co., Wheeling, W. Va
West Virginia Tob. Co., Wheeling, W. Va

THE MEDICINE MAN.

"A Pair of Twins."

Twin girls were born to the wife of Maurice Bamberger, formerly of the well-known leaf firm of L. Bamberger & Co., of Philadelphia, but now a banker in New York, on the morning of December 12. Mother and children are doing very well. In his excitement after the birth of the children Mr. Bamberger telephoned to a friend in Water street that he was the father of a pair of twins.

Anglo-Egyptian Co. Moves.

The Anglo-Egyptian Company, of New York, manufacturers of Egyptian cigarettes, has removed from 208 West 42d street to 3 and 5 Coenties Slip, where it has larger and far better quarters for the facilitation of its steadily growing business.

U. C. S. Co. in The Flatiron.

A Fine Retail Cigar Store Opened in New York City.

The United Cigar Stores Company opened the doors of its store in the Flatiron building at Broadway and Twenty-third street, New York, on schedule time at 9 o'clock on the morning of December 13. Ben Homan, President of the Havana-American Company, was the first customer. He bought several boxes of his company's Principe de Gales brand of cigars. Every customer, on the opening day, got a good-sized photograph of the Flatiron building, an enlarged likeness of the picture at the head of this account of the opening.

In its advertisement announcing the opening the company said that its store in the Flatiron building was "the finest cigar store in the world" and that every customer would get just what he asked for. "No substitutes," is the company's motto. The store is unquestionably very, very fine, but it remains to be seen whether the store in the Townsend building at 26th street, three blocks further up Broadway will not be finer. It is expected that this store will be thrown open some time between now and New Year's Day. Besides these two, New York is to have a third "finest" store, which the Waldorf-Astoria Segar Company is to open in the building at the northwest corner of Fifth avenue and Forty-second street.

The U. C. S. Co's store in the Flatiron building is long and narrow, growing narrower and narrower toward Twenty-third street. The building itself is one of the most remarkable structures of its kind in all the world. Its narrowest point is twenty feet back of the building line on Twenty-third street. After the store had been leased to the U. C. S. Co., George J. Whelan, the president of that corporation, ordered the construction of what is precisely the most advantageously located showcase in existence. It is of steel and plate glass; it is filled with samples of all kinds of cigars, cigarettes, smoking and chewing tobacco and smokers' articles, the place of honor, at they very apex on Twenty-third street, being occupied just now by an unusually fine Turkish water pipe, or hubble bubble.

The interior decorations and fixtures of the store are all of the solidly magnificent, or magnificently solid order, just as you please. The woodwork is of mahogany, the show cases are all of plate glass—tops, sides and shelves; the steel girders that support the ceiling are covered with gold leaf, and the floor is marble. The store is in every way worthy a visit, and particularly by retail cigar dealers, whether these be friends of the U. C. S. Co. or not, because whatever opinion one may indulge of this company's modes of business one will admit that Mr. Whelan and his associates know how to fit out attractive stores.

A notable feature of the store is the humidor toward the rear. This is of mahogany and plate glass and is filled with imported cigars. The wall cases on three sides of the store are stocked with cigars and other tobacco merchandise, and on the Fifth avenue side is a showcase filled with fine pipes, cigar and cigarette holders and smokers' articles of expensive material and make.

On Saturday morning, a few minutes before the store was opened, a florist's man delivered a gorgeous basket of flowers with the compliments of Platzek & Strook, who are the counsel of the U. C. S. Co.

R. T. Dorning is the manager in charge of the store in the Flatiron building. His aids are Messrs. Underwood, Petterman, Crabtree, Keller, Rice, Shotwell, Silverstein and Eichler. These are all experienced cigar store men.

The store in the Flatiron building is not a cut rate store, although certain goods are sold there at the same prices as at other U. C. S. Co. stores.

The annual rental of the Flatiron store is said to be $25,000 and the present lease does not expire until December, 1912.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler—Cork Tips. Planet—Gold Tips
Planet—Plain Tips. Planet—Cork Tips

Havana Factories Busy.

Independent Manufacturers Organizing to Extend their Business.

HAVANA, December 6, 1902.

The Havana market during the week ending December 6, has resumed its normal condition and the demand has been very keen for all vegas of Vuelta Abajo and the few scattering lots of Partido factory vegas and fillers. Prices ruled stiff. As the strike is over some of the Havana manufacturers have entered the market again, and while the inquiry on their part is no longer urgent still it helps to create a healthy competition for all wrappery goods and fine, light, aromatic fillers. The total amount of bales sold foots up 5,900, consisting of 3,350 bales Vuelta Abajo, 500 Partido and 2,050 Remedios, the destination of which may be put down as 5,100 bales for the United States market, while only 800 bales were credited to Havana cigar manufacturers.

The 1903 Crop.

Advices from the Vuelta Abajo and Partido district, speak of damage done by worms, of which the "Cachazudo" is the most dangerous one, as so far no means are known to denote its existence in the ground and it enters the stem of the young plant and feeding upon its inner substance kills it off entirely. The poor farmers only know of the existence of this insect, when the "mata" begins to droop, and then the damage done is irreparable. The ordinary "gusano" is a worm that only attacks the leaves, and while it is very voracious and would also destroy the tobacco plant if left alone, it can be killed by being picked off by hand or it will die if Paris green is sprinkled upon the leaves. Really, if all the reports that one hears are true all hope of raising a crop might as well be abandoned, but fortunately it is known that as a rule such stories are augmented tenfold, and therefore, while the 1903 crop will perhaps be shorter even than the previous one, still it may yet turn out better and larger than people imagine. Of the few early plantings that were saved, principally in the Partidos, cutting may be begun from December 15, onward, and Don Adolfo Moeller in La Guira, as well as Don Luis Marx in Alquizar, who have planted extensively under cheesecloth, say that their plants are showing a magnificent growth and are healthy throughout. The former has the biggest crop ever raised under cover, over 66 acres, or two caballerias, upon his farms "Hevia" and "Iberia" (some 2,000,000 plants),

Adolfo Moeller & Co.
Importers of
Havana Tobacco
Exclusively
No. 161 Water Street, New York.
Almacenes de San Ambrosio, Havana, Cuba

BEHRENS & CO.
Manufacturers of the Celebrated Brands,
SOL and LUIS MARX
Gervasio 144-146, Havana.

JOSE SANTALLA Y CA.
Almacenistas de Tabaco en Rama
164 Front Street, NEW YORK.
AMISTAD 94, y SAN JOSE 1, HABANA.
CABLE: TALLASAN.

FAUGH A BALLAGH
GRANEY'S
Columbus, Ohio.

Price, $1.00. Large Discount in quantities.
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

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NEW YORK.

Bridat, Mont'Ros y Ca
Mercaderes 35 Havana
Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat — *Post Office Box 310.*

Importers of Sumatra Tobacco
Cable Address: "HERE."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 — Office, 183 Water St.
Amsterdam, Holland. — NEW YORK.

Established 1840. — Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK.

and as he will pick off only the ripe leaves, leaving the plant in the ground with the unmatured ones, this new mode of gathering in the crop will doubtless produce a larger yield than the old method of cutting the plant in sections with two leaves on the part of the stalk attached to it, and then waiting for the suckers to grow again and thus proceeding in the same fashion for a second and third cutting. The disadvantage is, that while some leaves are ripe, others are not, while on the contrary by the new method only ripe leaves are picked without any part of the stem attached thereto Should this experiment prove a success again (it was tried upon a smaller scale in the 1902 crop and then gave excellent results) it is very likely that other large planters will follow the example set in 1904. Don Adolfo Moeller has also 1,000,000 plants grown without covering, but these are considerably more backward and cannot be cut perhaps before the end of December. The prices for seedlings (owing to their scarcity) still rule from $3 to $4 per thousand, a prohibitive figure for the smaller vegueros to commence work upon in replanting their holdings. Cano y Hno. expect to cut their tobacco upon their farm "El Brillante" on December 15, and Don Cayetano Perez may also follow suit in the latter half of December. In the Vuelta Abajo nothing of any consequence may be done before the middle of January at the earliest.

Arrivals in Havana.

Mortimer Regensburg, of E. Regensburg & Sons, S. Ruppin and Mr. Greenhall, of New York, P. San Martin, of Tampa, J. A. Tucker Manufacturing Co, of Hamilton, Ontario, Jos. Mendelsohn, of Sutter Bros., New York, and Sutter Hermanos, Havana, Calixto Lopez, of Calixto Lopez & Co, Havana, and Don Manolin Cano, of Cano y Hno., Havana.

Departures.

P. San Martin for Tampa, Fla., and E. H. Gato for Key West.

United States Cigar Manufacturers and Leaf Dealers.

E. Regensburg & Sons purchased over 1,400 bales of Vuelta Abajo factory vegas and fillers in order to secure the necessary raw material for the wonderful progress this enterprising house is making in the sale of their excellent clear Havana product. It is stated that this firm is now making 80,000 cigars a day, and if kept up during the year, even Don Mortimer's present purchases, with the addition of the 4,500 bales bought previously, will hardly suffice to enable them to continue at the same rate.

P. San Martin, of Tampa, Fla., of El Grifo fame, made one purchase of 300 bales of fine Vuelta Abajo fillers.

Cuesta, Rey & Co., of Tampa, added another 200 bale lot of excellent Vuelta Abajo tobacco to their purchase of last week.

Mr. Janover, of the Erlich Mfg. Co., is said to have secured 600 bales of Vuelta Abajo.

Levi, Blumenstiel & Co. bought, through Mr. A. Blumenstiel, 450 bales of Remedios, thus summing up about 1,500 bales of all kinds of leaf secured by this firm.

S. Ruppin is still hard at work looking for fine factory vegas, and is believed to have found only 200 bales so far, as the supply being scarce the hunting up of same is extremely difficult at this late season of the year.

Havana Cigar Manufacturers.

A meeting was held last Wednesday evening to devise some means of extending the trade of the independent cigar manufacturers, and seventeen responded, while it is to be hoped that by Monday next, December 8, some sort of a plan may be presented and accepted to perfect this arrangement with the consent of the remainder who number fully seventeen or more. The object is not to form a trust, but simply through a central depot in the chief markets of the world to enable the consumers to have an assortment of the best cigars always before their eyes, and then to let the best man win. This plan looks feasible enough, and ought to result in mutual benefit to the manufacturers here and the smoking public at large all over the world.

Doings of Havana Houses for the Week Ending December 6, 1902.

H. Upmann & Co. shipped 500 bales of tobacco to Buenos Ayres and 300 bales to Germany, as well as about 300,000 cigars.

Sobrinos de Antero, Gonzalez sold 700 bales of Remedios tobacco, thus having closed out all of their 1900 crop holdings, although they have some of their fine 1901 packings left yet.

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

Neuhaus, Neumann & Co. expect to ship 100,000 cigars by the Morro Castle.

Suarez Hnos. sold 600 bales of their fine Vuelta Abajo packings to local factories.

The Ramon Allones factory has every bench occupied.

The Romeo y Julieta factory has never been so busy since the new proprietors took charge of it.

Bruno Diaz & Co. sold 500 bales of Vuelta Abajo and Partido.

Jose Santalla & Co. sold 250 bales of their fine Vuelta Abajo packing to an A1 factory of New York.

Carlos Blasco, indefatigable in many enterprises, bought on commission 450 bales for one of his customers, besides shipping a good sized quantity of cigars, considering that the manufacturers are hardly able to deliver any freshly made cigars, without some delay in having them dried somewhat upon the shelves, previous to packing them in boxes.

Leonard Friedman & Co. closed out 400 bales of Vuelta Abajo, Partido and Remedios.

Cano y Hno. disposed of 300 bales of their Vuelta Abajo packing.

Adolfo Moeller sold 200 bales of his Partido escojida.

G. Salomon y Hnos. turned over 100 bales of Vuelta Abajo and Partido.

V. Diaz & Co. report 200 bales of Remedios as sold by them.

Luis Muniz y Hnos. state their sales as having been 500 bales of Remedios.

Juan de la Rosa sold 250 bales of Remedios.

Arguelles y Busto disposed of 200 bales of Vuelta Abajo.

Arrivals of Tobacco from the Country.

	Week ending Dec. 6. bales	Since Jan. 1. bales
Vuelta Abajo	1,544	171,993
Semi Vuelta	133	12,901
Partidos	472	58,572
Matanzas	—	77
Santa Clara and Remedios	2,641	124,935
Santiago de Cuba	68	277
Total	4,858	368,755

Beef and Beefer.

An officer of the American Tobacco Company took a Chicagoan to lunch at the Continental Hotel the other day. The roast beef was so very good that the New Yorker commented upon it. The Chicagoan chuckled.

"Yes," he said, "all good beef comes from Chicago."

"True," said the New Yorker, "and that's where the beefers come from, too."

Moses Dolbeer Dead.

Moses Dolbeer died at his home in Lynbrook, L. I. on December 13 in the eighty-second year of his age. He is survived by his widow and four children, two sons and two daughters. One of his sons is Frazier M Dolbeer, of F. C. Linde, Hamilton & Co. Funeral services over the deceased are being held this (Wednesday) evening at the home of his daughter, Mrs. J. A. Brown, 128 Sumner ave., Brooklyn.

H. Jacobs & Co. Burned Out.

Montreal's Finest Cigar Factory Completely Destroyed by Fire.

The Stonewall Jackson cigar factory of H. Jacobs & Co. on McGill street, Montreal, was completely destroyed by fire on December 14. The Stonewall Jackson is said to have been the finest cigar factory in Montreal. It was of stone and pressed brick, five stories high with a front of 50 feet on McGill street, and was equipped throughout with the most modern appliances utilized in the manufacturing of cigars, including about 200 of Miller, DuBrul & Peters dieless suction tables. On the premises was also a very large stock of tobacco, among which are believed to be about 200 bales of Sumatra and about $40,000 worth of Havana. The factory was opened only about one year ago. Charles Michaels has been the proprietor of the business since the death of his partner and step-father, H. Jacobs. The business was exceedingly prosperous and the firm's annual sales of its leading nickel brand, Stonewall Jackson, were said to aggregate 6,000,000. The total loss by the fire of December 14 is estimated at $250,000, fully covered by insurance. The firm will resume operations at once.

M. Oppenheimer to Move.

M. Oppenheimer, leaf merchant of New York, will remove on January 1 from 142 Water street to 191 Pearl street.

L. L. Schloss in New York.

L. L. Schloss, one of Chicago's best known cigar brokers, was in New York last week.

Mr. Schloss, who distributes an enormous quantity of Pennsylvania cigars in his territory, says that he will be entirely satisfied if 1903 turns out to be as good a year for his business as 1902 has been.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. — NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. — I. M. JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

CIGAR RIBBONS.
Largest Assortment of Plain and Fancy Ribbons.
Write for Sample Card and Price List.
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain.
Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. NEW YORK

Starr Brothers
IMPORTERS AND PACKERS OF LEAF TOBACCO
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia"
"Webster"
"Farragut"
Office, 209 Pearl St. NEW YORK CITY.
Factory, Tampa, Fla.

FRAZIER M. DOLBERR. G. F. SECOR, Special.
F. C. Linde, Hamilton & Co.
Original New York Seed Leaf Tobacco Inspection
ESTABLISHED 1864
Tobacco Inspectors, Warehousemen & Weighers
Branches in all the Principal Cities and Tobacco Districts.
Prompt attention given to Sampling in city or country. | Insurance effected at lowest rates. Automatic Fire Alarm Attachments.
First-Class Free and Bonded Warehouses, with Elevators
FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St.
BONDED STORES: 182, 186, 188 and 257 Pearl street.
Principal Office: 182 Pearl Street, New York.
Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

The Thos. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue. Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co Corning., N. Y.: W. C. Sleight.

AMONG THE PHILADELPHIA TOBACCO MEN.

SUNDAY CLOSING CRUSADE.
To be Vigorously Continued Says Officer of Sunday Closing Association.

The movement to compel retail confectionery and cigar dealers to close on Sunday continues. December 10th forty-two dealers were arraigned in Magistrate South's court and thirty-five of the accused upon being found guilty of having violated the "Blue Law" Sunday closing law were fined each $4 and the costs, $2.50. The prosecutions are instituted by George S. Vail, who is said to be the only officer of the Sunday Closing Association. He is paid, he says, by dealers who want to keep their places closed, but who don't want their competitors to take away their trade. Churches contribute towards the work, too. In referring to the closing movement Mr. Vail said: "This crusade is not a spasmodic effort, you'll find. We've got money enough in our treasury to keep up the work for two years, and that's exactly what we're going to do. The first Sunday of the crusade we got evidence against sixteen storekeepers; the second Sunday, twenty-five; last Sunday, forty-two. We're going to keep on increasing the number, and continue arresting lawbreakers until we have closed up the city's 6,000 cigar and candy shops—or come pretty close to it."

A POPULAR CIGAR.

"Trade is very good," said a representative of Thos. E. Fearon & Co., of Kensington avenue, to a World reporter. "We are having an increased demand for La Flor de Fearona, our leading 10c brand and are busy in the factory filling orders."

THE LIBERMAN MFG. CO. IMPROVEMENTS.

The Liberman Mfg. Co., of this city, manufacturers of the Liberman Suction Tables, will present an improved machine before many more weeks have passed. They are now sending to users of their machines glass paste cups, which are of neat design and have unusual strength.

AMERICAN PIPES.

Harvey & Watts, at their pipe manufactory on East Venango street, are steadily building up a solid business. It is a noteworthy fact that there are comparatively few good pipe manufactories in this country, the preference having been given (all too much, unfortunately) to products of foreign manufactories. Harvey & Watts are one of the representative American firms who are determined, so far as possible, to place the best of American-made pipes and smokers' materials upon the home market, and judging from the way they are hustling for, filling and delivering orders, they are meeting with well-merited success. The World takes pleasure in directing the attention of the trade to a worthy industry, conducted by energetic business men, and it hopes to see Harvey & Watts' pipes used by smokers in all parts of Uncle Sam's domains.

WESTERN RETAILERS ORGANIZING.

G. W. Newman, of Young & Newman, referring to his recent western tour, said: "I was deeply impressed with the organizing activity prevalent in most of the western cities among the retailers. Most of the cities are being effectually organized, and, from my point of view, it is a good thing for the retailers to get together. It can do them no harm and may result in untold good."

SUCCESS FOLLOWS KINDNESS.

The so-called labor question is easily solved—and in the right way, too—by the large cigar manufacturing firm of Otto Eisenlohr & Brothers, makers of the famous Cinco and other popular brands of cigars. The Eisenlohrs have long been credited with treating their many employes in just the way employes like to be treated—and that is saying a great deal. Deserving employes have been shown kindness and consideration by the firm. In addition to receiving the highest wages paid in the trade, the employes have also been made to feel that their interests are of concern to their employers and as a result the best of feelings exist between employer and employe.

The wisdom of the policy is shown in the superior class of cigars put upon the market by the Eisenlohr factory.

As an instance of the liberality of Otto Eisenlohr and Brother, the World notes the banquet given the employes on the occasion of the opening of the new addition of the firm's Trumbauerville factory. With the new addition the factory is 135 feet long and 36 feet wide and within six weeks eighty additional employes will be put to work. The new factory's opening as noted, was celebrated by a banquet Saturday night a week ago. Three hundred and twenty-five employes, invited guests and citizens sat down to a splendid supper and made merry until a late hour. Louis Eisenlohr, on behalf of the firm, made an address of welcome to the guests and in the course of a sensible and interesting speech said: "We are indeed fortunate to have such a good force of employes. The good feeling that exists between ourselves and our employes is truly a pleasure. We want you all to feel that we, as your employers, are your best friends, and we hope that you will always feel so."

Guests were present from Philadelphia, from the firm's factories at Boyertown, Geryville, and other places.

A SUICIDE.

Gustav A. Flohrshuetz, a retail cigar dealer, at 141 North Third street, committed suicide early Friday morning by inhaling gas. Despondency over bad business, ond having received notice that he must vacate the premises occupied, is said to have led Mr. Flohrshuetz to take his life. The deceased was past the 50 year old mark of life, and was known about Third and Quarry streets as the "jolly old bachelor." Flohrshuetz prepared for death methodically. He arranged in advance to have his remains cremated, left a letter to a friend and a dollar bill to a creditor. After the discovery of the suicide's body in a chair in the shop, it was removed io the morgue.

THE RETAILERS' ASSOCIATION.

Officers of the Retail Cigar Dealers' Protective Association report that applications for membership continue to come in from Philadelphia dealers and that by the January meeting over 700 bona-fide members will be enrolled. December is the busiest month of the yeai in the cigar trade and hence it was deemed inadvisable to call a meeting during that month for the attendance would be sure to be slim. January will not be so busy and the meeting that month, it is predicted, will be a rousing one.

THEY WILL MAKE MERRY.

Reports throughout the city prove that the cigar manufacturers of Philadelphia, as well as the jobbers, are unusually busy —in fact their business is the best that they have had for years. As a result they are correspondingly happy and can look forward to a merry Christmas with every prospect of having happy hearts and full pocket-books. And better still, the outlook for next year's business is most bright.

THE UNITED STORES.

The United Cigar Stores Company have made preparations to open two more stores at an early date. With the two they have this will make four. The local manager is said to have found some difficulty in finding and leasing what he considers desirable locations.

WILL REPEAL THE BLUE LAW.

Many of the retail cigar dealers of Philadelphia who have been fined for violating the Pennsylvania "Blue Law" of the last century, providing for the closing of stores upon the first day of the week, commonly called Sunday, are disgusted with the aforesaid "Blue Law" and want to see it wiped off the statute book. In fact there are so many retail merchants opposed to Sunday closing that they formed an Anti-Sunday Closing Association sometime ago and have since held meetings in a hall at Thirtieth and Diamond streets. The Antis are allied with the German Alliance, a similar organization, and thetwo bodies represent a strength of between 40,000 and 50,000 members. For some time the two organizations have been quietly working to secure the repeal of the obnoxious Sunday closing law and have interested a number of the members of the State Legislature. Among them is Senator William H. Berkelbach, and last Friday he stated that he would reintroduce into the next Legislature the bills which were defeated in the last session to amend the Sunday laws of 1794, to permit the selling of milk, ice and newspapers on Sunday.

The Keystone Cheroot Company, Ltd.
GEORGIA GEMS CHEROOTS
Three for Five Cents

BEN ROY Cigarros
Five for Five Cents

MINUETTE Cigarros
Ten for Ten Cents

ITABA CROOKS CIGARS
Three for Five Cents
Main Office, Hanover, Pa.

STILL ANOTHER IMPROVEMENT!!!
PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF 250.
A FINELY FINISHED BRASS RETAINER FOR COUNTER USE F-R-E-E WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.

Retainer Patented August 12, 1902.
RACINE PAPER GOODS CO.
Sole Owners and Manufacturers.
RACINE, WISCONSIN, U. S. A.

WE HAVE NOT

ADVANCED OUR PRICES,

But will be compelled to do so January 1, 1903.
Now is the time to order a stock of

Cigar Mfg. Supplies

That will last you for some time to come.
Remember we make only the Highest Grade of Goods in our line.
Send In Your Order at Once.

The Sternberg Mfg. Co.
1702-12 West Locust Street,
DAVENPORT, IA., U. S. A.

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

UNION BUTTS GOOD STUFF

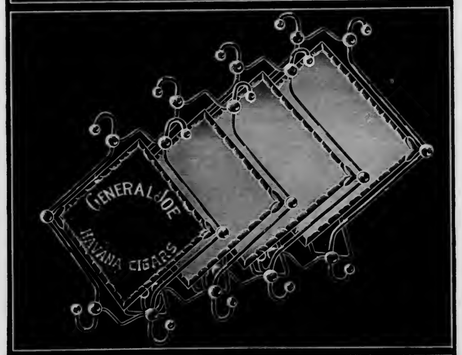
Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.
READING, PA.

SEND FOR CATALOGUE.

PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.

PLATE GLASS MIRRORS

Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	6 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.

We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.

518-520 Seventh Ave., PITTSBURG, PA.

There is unquestionably a strong sentiment among the retail merchants of Philadelphia in favor of the repeal of the law and as a consequence the probabilities of its being repealed are decidedly favorable. The days of witch-hanging, the torture chamber and other dark-age practices are over.

Death of Henry Heymann.

The Well-Known and Respected Cigar Manufacturer Succumbs to Heart Trouble.

Henry Heymann, of the well-known cigar manufacturing firm of T. J. Dunn & Co., of Philadelphia, died after a very brief illness at his home, 2305 North Broad street, at 10 o'clock on the evening of December 11.

THE LATE HENRY HEYMANN.

Mr. Heymann had been in apparent good health until December 7, when he had a slight attack of what seemed to be indigestion. He attended to business as usual on Monday, Tuesday and Wednesday of last week, and on Wednesday evening was present at a reception given by his son, Joseph C. Heymann and the bride of the latter. The following morning he went down town to his office as usual, and shortly afterward complained of feeling ill. He went home in a cab before noon, and the family physician was summoned. The physician's skill was of no avail, however, and the patient sank steadily until 10 o'clock, when he breathed his last. It is now known that Mr. Heymann died of a stroke of paralysis of the heart.

Henry Heymann was born in Burgebracht, Bavaria, about 54 years ago, and came to the United States in early manhood. He was a brother of the deceased wife of the late Edward Rosenwald, of New York. During his early career Mr. Heymann lived in Buffalo, where, about twenty-seven years ago, he married Miss Fanny Brown, who survives him with four children born of the union, two sons and two daughters. His sons, Joseph C. and Gerson, were his associates in the firm of T. J. Dunn & Co. Henry Heymann was himself associated with the firm of T. J. Dunn & Co. since about 1885. Upon the death of the late T. J. Dunn, in 1889, he became the sole proprietor of the business, which under his able management and through the valuable assistance of his sons, has been very successful.

Henry Heymann was a very genial and highly honorable man, and his loss will be keenly felt for a long time by the cigar manufacturing industry of Philadelphia, which he did much to develop. His funeral, which took place on Sunday, was very largely attended. The interment was at Mount Sinai cemetary.

At a special meeting of the Cigar Manufacturers' Association of Philadelphia, held at the office of Gumpert Bros., on December 13, 1902, the following resolutions were unanimously adopted:

Whereas, The unexpected death of Mr. Henry Heymann, of the firm of T. J. Dunn & Co., on December 11, touches the hearts of the members of the Cigar Manufacturers' Association of Philadelphia with deep regret; Therefore, be it

Resolved, Deeply impressed with the characteristics of his unblemished life, the Cigar Manufacturers' Association of Philadelphia place upon record their acknowledged loss in the death of Mr. Henry Heymann, an associate and friend whose social nature and untiring energy and the great pride he took in all matters pertaining to our industry, they had learned, by personal experience, to earnestly admire.

Resolved, That we extend to the bereaved family our sincere sympathies, and attend the funeral, and that these resolutions be published.

John H. Boltz,
Otto Eisenlohr,
Samuel T. Fulweiler,
Joseph S. Vetterlein.
Committee.
Richard T. Gumpert,
Chairman.
Herman G. Vetterlein,
Secretary.

Special to The Tobacco World.

Tobacco Warehouse Burned

Janesville, Wis., Dec. 14, 1902.

At 3 o'clock this morning fire was discovered in the warehouse of Joseph Grundy, which was burned to the ground. It contained about 1,000 cases 1901, 300 cases 1900, and about 100 cases '99. Loss about $30,000, with an insurance of $5,000 on contents and $1,000 on building. The exact amount is not known. Only heroic work of the fireman saved the adjoining warehouse of R G. Merrill. The fire was undoubtedly of incendiary origin. HAVANA.

J. Nienhuys Back.

J. Nienhuys, with H. Duys & Co., has returned from an exceedingly prosperous five weeks' visit to his firm's trade in the west.

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS.

Samples furnished on application

322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

Trade-Mark Register.

PHILADENCIA. No. 13,898.

For cigars, cigarettes and cheroots, registered December 12, 1902, at 3 p m, by E. E. Kahler, Reading, Pa.

CARRIBEAN. No. 13,899.

For cigars, registered December 12, 1902, at 3 p m, by the Penn Cigar Co., Reading, Pa.

LA PHILADENCIA. No. 13,900.

For cigars, cigarettes and cheroots, registered December 15, 1902, at 9 a m, by E. E. Kahler, Reading, Pa.

FLOR DE PHILADENCIA. No. 13,901

For cigars, cigarettes and cheroots registered December 15, 1902, at 9 a m, by E. E. Kahler, Reading, Pa.

REJECTIONS.

"Dolly Varden," "Verena."

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Lady Florrie, Lamda Bouquet, Oreana Sweepers, Texarkana, Governor Jennings, King Mombo, Bennissino, Santa Clara Extras, Santa Clara Belle, Roxboro, Eleanor Robson, Local Union, Triskit, Tampa Royal, Tampa Ymperial, Ymperial de Tampa, Lord de Tampa, La Tampania, Tampa Custom House, Germania Cave, Government Ownership, Capt. Sam Boyd, Samuel Barron, Adolph Lorens, Rudolph Virchow, Lord Hartford, Panama Twist, Snappy, General Cooper, Egyptian Fame, To Have and to Hold, Jap Belle, M. H., Lord Chamberlain, Bay Ridge Cigar, Johnnie Barefoot, Jink's Special 3's, In the Cottage, Universal Transfer, Successful Bubble, Oxonoxy Club, Milltown, Roma Volloma, Chicago Federation, Durbar, Magi, Rahim, Fall River Line, Who's Afraid, Davis' Jewel, La Tropical, General Mallon, Master Smith, Licky Friends, Prof. Lorenz, Rookwood, Worcester Telegram, Key West Smiles, Tampa Smiles, El Lexico, El Gramatico, Egyptian Palms, King Ra, Araxis, Little Squaw, Home Runner, Full Tilt, Fragaria, Cinquefoil, Zaira, Zumilda, Provita, Mercedita, Corbeena, Passion Bouquet, Our Honor, El Memphi, El Memphis, Washington Hunt, Mouth Piece Cigar, Marie Roslyn, Walter Scott, Isaac Newton, Cabby, Jack Robin, Bowery Tough, Three Sixes, Big Tim, Nurse Girl, Jim Turner, Young Worker, Laughing Cavalier, Foxy Jim, Doctor Dora, La Flor de Ibarra, El Ibarra, El Ybarra, Aspinwall, Labor Commission.

Stole Secretary Hitchcock's Cigars.

Four boxes of cigars intended for Secretary of the Interior Hitchcock, were turned over to the Adams Express Company in New York on December 9, to deliver to the Secretary at his home, 1601 K street, Washington. Joseph Mayer, a boy employed on one of the express wagons, was holding the cigars while he rode on the back of the wagon. Near 20th street, on Fifth Avenue, a man grabbed the package from him. Mayer got it back and caused the arrest of the man, who said he was Joseph McCaffery, of 224 Forty-second street.

Wax Your Own Cigarettes.

The cigarette smokers of France prove themselves possessed of the deftness so characteristic of all French people in the way in which they wax the end of their cigarettes to prevent them from sticking to the lips, especially in very cold weather. Instead of buying the gold-tipped, cork-tipped, or straw tipped article, which is naturally more expensive than the plain, they light a wax match and smear the end of the plain cigarette which is to go between their lips with the paraffine of the match. It is done in a twinkle, it costs absolutely nothing, and keeps the end of the cigarette absolutely free from moisture.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

CAPITAL WANTED BY A CIGAR manufacturer located at Key West, Florida, making a high grade line of clear Havanas. This is a unusual chance for a jobber or manufacturer to make Key West connections with a firm that has no debts and large orders for the coming year. Fullest investigation solicited. Address CAPITAL, Box 74, care of The Tobacco World. 12-17-3t

POSITION WANTED to represent in the East and Ohio, a Pennsylvania Union Factory, also a Pennsylvania Factory making goods from $8.50 to $25, and a factory which makes Nice Package Goods. Best of reference, and good business promised with best jobbing trade. Address W. H., Box 75, care of The Tobacco World, Philadelphia.

WANTED—A first-class salesman to sell the jobbing trade in New England States on a up to-date line of union made cigars, none but those with first-class reference need to apply. Address Box 76, care of Tobacco World.

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

WANTED—Competent and up-to-date Pacific coast representative, by New York factory with large 5 and 10 cent out-put. Address ACTIVE, Box 78, care of The Tobacco World, Phila.

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

NEW AND SECOND HAND cigar molds in large variety at Jos. Schwartz, 1508 1st ave., New York city, (formerly at 113 Maiden lane). 12-17-3m

FOR SALE.—26 John R. Williams Red suction tables, mechanically in good condition. Price for lot, $400. Address, Box 73, Care of The Tobacco World

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.
Manufacturers,
READING, PA.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL — EUREKA — PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon,
Maker, **Moundsville, W. Va.**

Jobbers, Write for Samples.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. **MT. CARMEL, PA.**

COLSON C. HAMILTON, formerly of F. C. Linde, Hamilton & Co.
JAMES M. CONGALTON, FRANK P. WISEBURN, LOUIS BUHLE,
Formerly with F. C. Linde, Hamilton & Co.
C. E. HAMILTON.

C. C. HAMILTON & CO.

Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, **84--85 South St., New York**

First-Class Free Storage Warehouses:

209 East 26th St.; 204-208 East 27th St.; 138-138½ Water St.;
Telephone—13 Madison Square

Main Office, 84--85 South St., (Tel. 2191 John) New York.

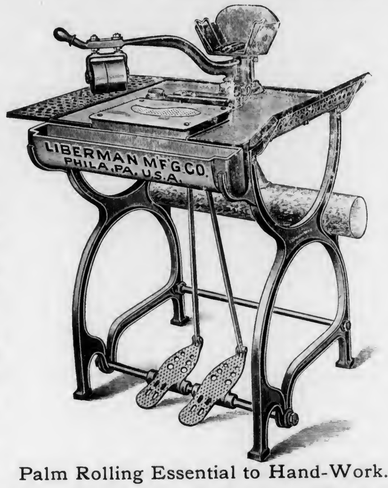
Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Penstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son,
Established 1880.
KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.



Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

NEW ORLEANS. SAN FRANCISCO.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

CHICAGO. CINCINNATI.

ESTABLISHED 1873

J. W. REITER & CO.

Packers of **Seed Leaf Tobacco**

AND

Dealers in HAVANA and SUMATRA

Branch Store, EASTON, PA. CRESSMAN, Bucks Co., Pa.

WAREHOUSES:—Cato, N. Y.; Janesville, Wis.; Lancaster, Pa.

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.

Nos. 121---123 W. Front Street,

CINCINNATI, OHIO.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.

So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.

Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

Preparing for the Holiday Trade.

Reading, Pa., Dec., 13, 1902.

The cigar factories here are very busy on their holiday trade, which will be the largest in some years. Millions of cigars are given away as Christmas gifts each year and many of these are made here. For holidays, many cigars are placed in fancy packages or boxes, trimmed with ribbons, lithographs, etc., and they are very artistic. One firm puts up a great many of its special brands in glass jars, but the majority use wood and pasteboard boxes. Some of the smaller dealers are complaining that business is dull, but this is not the case among the majority of them.

Frank Ream has returned from a business trip through Illinois with several large orders for his Trades United and Eight-Hour brands. He reports business brisk.

The factory of M. Steppacher is making considerable overtime in order to get out numerous orders. Mr. Steppacher operates the largest union factory in Reading, and makes large shipments daily to all parts of the United States.

H. H. Wentzel, cigar manufacturer, who recently moved his factory from 270 South Ninth to 332 South Eighth street, started up his factory last week. He put a large force of cigarmakers at work and will double the force as soon as business warrants it.

John G Spatz, of J. G. Spatz & Co., is home from a week's successful western business trip. He booked a number of large orders for the firm's leading brands, and reports the trade outlook in the west as being very good.

A farewell reception was tendered to Nathan G. Rosenberg, who has been a resident of this city the past ten years. For three years he was a member of the cigar manufacturing company of Miller & Rosenberg. He left to spend a week with relatives and friends in Philadelphia and New York, and sailed from the latter port last Saturday for Cape Town, Africa. He will engage in the cattle business at Colesburg, with his brothers, Morris and Frank Rosenberg, who have been in that country the past six years.

Graeff Bros., who are building the six story annex for Yocum Bros. have the building under roof. The owners count on moving into the addition during the holiday week, when they usually close down to take the annual inventory required under the internal revenue regulations. With the completion of the annex the firm will be in a position to seat many additional cigarmakers and other hands.

Edward Ganter has been busy for some months and says his output is larger than at any previous time. He is manufacturing a big

---

F. W. Dohrmann. [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco** — Packing Houses: Covington, O. Gettysburg, O. — Zimmer Spanish, Ohio Seed Leaf, Little Dutch.

Redryers of **Burley Tobacco** — Redrying House: Cincinnati, O. — Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse, **11 and 13 Vine Street, CINCINNATI, O.**

I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

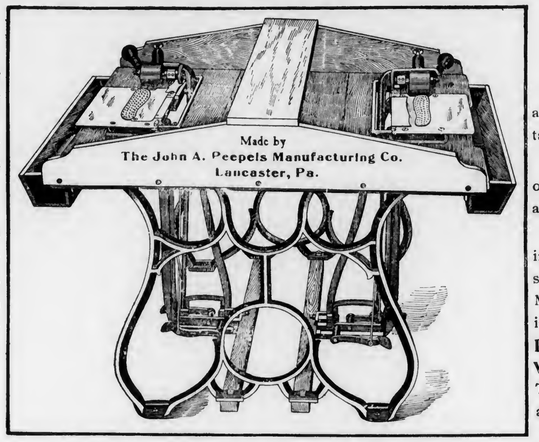
J. W. DUTTENHOFER,

Dealer and Jobber in **LEAF TOBACCO**

45 North Market St.

Havana and Sumatra a Specialty LANCASTER, PA.

THE DAISY
Wrapper Cutter and Vacuum Table



This is the only **single roller** wrapper cutter that **positively will not streak or mark** wrappers. It is also the only **self-sharpening** machine that has ever been offered.

The **sliding top** used in connection with this machine makes a **table** that is **perfect** in its construction for **any kind of work.**

The simplicity of construction makes it the **most easily operated** and **lightest running** machine on the market.

It can be **readily adjusted** by any one, and operatives can be taught its use very quickly

Twin machines are placed on one stand; tubing and attachments all complete.

The large number already in use in factories in New York, New Jersey, Pennsylvania, Ohio, Indiana, Maryland, Virginia and Louisiana, is evidence of the superiority of the **Daisy Wrapper Cutter and Vacuum Table.**

This is the **Most Durable, Best** and **Cheapest** machine offered.

FOR ALL FURTHER PARTICULARS, ADDRESS

The John A. Peepels Manufacturing Company,
3 and 5 Tobacco Avenue, LANCASTER, PA.

ine of smoking and chewing tobaccos which are selling well throughout the state. His factory is so crowded with orders that overtime has been necessary for some months.

Blachman & Nagle are pleased with their business for the year, and say that from present indications the year 1903 will be still more successful.

The business of George W. Lehr the past year has been very good, and he says he has no complaint to make whatever. He employs a full force of hands, and is making large daily shipments. His Potentate cigar still continues in the lead.

Cigar manufacturer Charles Angstadt has increased his trade wonderfully the past year. He enjoys a large local trade. His C. W. A. still continues in the lead.

A. S. Hartman & Son report business good and have a number of orders on hand. Mr. Hartman recently returned from a very successful business trip through the southern section of the state.

The many friends of James W. Yocum, of Yocum Bros., will regret to learn of his serious illness. He has been in ill health for almost a year, and for a long time was under the care of several of Philadelphia's most eminent physicians. He returned home well, but several weeks ago was again compelled to take to his bed. His Philadelphia physicians were summoned, and are doing everything possible to save his life. His illness is of a serious nature and for several days his life was despaired of. At this writing his condition is still critical.

Badger State Tobacco News.

Janesville, Wis., Dec. 13, 1902.

A few buyers are riding the growing sections in quest of the crops unsold in the hands of the farmers, but few purchases are made, as the asking prices are generally higher than the buyers care to pay. Many of the crops unsold are of the poorer grades, but the prices asked for them is as great as the better grades sold for weeks ago.

There has been some business done in old goods this week. S. B. Heddles sold 177 cases of 1900 and 1901, and F. S. Baines purchased 67 cases 1901. A goodly number of small lots were also sold to manufacturers. M. H. Bekkedahl has sold something over 5,000 cases of 1901, in three lots, one going to the Cigar Manufacturers Co., one to A. Cohn & Co., and one to Reickert & La Boule of Milwaukee,

As the first of the year approaches, the farmers and packers are equally anxious for casing weather that they may get to work on the new crop. It nearly cased up this week, and needs but a short spell of damp weather to bring the hanging tobacco into good case.

Frank S. Baines sent a large bundle of his shade-grown Sumatra to W. W. Cobey, the government expert on shade tobacco at Suffield, Conn., and received a letter in return of which the following is an extract:

"I was certainly pleased with the way in which your tobacco compared with the Connecticut shade-grown tobacco in the green state. It is more elastic than much of the tobacco here, and I can see no reason why it will not look as fine after it is sweat. I showed it to a large grower and dealer here, without telling him where it came from, and he pronounced it a good sample of a shade-grown tobacco."

F. S. Baines has closed the season on strips, and has made and packed over 400 sacks of these goods. He packs them in gunny sacks about thirty inches in diameter and six feet long. They hold an average of 275 pounds per sack.

J. L. Greene has returned from a business trip to St. Louis,

N. Gunther, of Cincinnati, Joseph Bimberg, of Elmira, N. Y., and W. S. Brill, of New York, were visitors in our market this week.

S. B. Heddles, George M. Dicker and George H. Rumrill started up their assorting rooms this week with small forces.

This evening fire destroyed the stock yards adjoining George H. Rumrill's warehouse, and some water entered the basement wetting some of his tobacco, but not to a great extent.

From the Golden Gate.

San Francisco. Dec. 9, 1902,

The strike among the cigarmakers at Havana is making itself felt at this point of the globe. Jobbers are unable to fill some of their orders on that account, and from all reports the shortage on imported cigars is likely to continue for some time. Some dissatisfaction is noticed among local retailers on account of the fact that the tobacco departments of some of the department stores in this city are selling goods at cut-rate prices. This is something that has been growing, and it may increase so as to materially affect retailers who depend on fair prices for success. As yet the actual result of this inroad on the business is too slight to be serious.

Mr. Kohlberg, of Kohlberg & Co., dealers in leaf tobacco and wholesale cigar dealers, 526-528 Washington street, has recently returned from New York, where he has been on business and pleasure.

The Sunset Cigar Company, 7 Montgomery street, is specializing on the display in their show window of the Swell Set cigarettes, which is proving profitable as well as immensely attractive, on account of the artistic abundance in which the packages are displayed.

Mr. Powell, of Leopold Powell & Co., manufacturers of the Espina cigar, is in town visiting Willard Bros., wholesalers and retailers at 636 Market street, and others of his friends here. He is looking after the interests of his cigar, which Willard Bros. & Co. carry, and he has no fault to find with the way in which it is taking on this coast.

Herman Moss, who represents the Banner Co., of Lancaster, Pa., is now to be seen on the streets of this city, chatting with his friends at the various stands.

Edward Connley, the man who handles the advertising for M. A. Gunst & Co., has just finished a big sign for the Gen. Arthur cigar, on the Chronicle building.

Charles B. Sichel, resident agent, and Sam Caro, traveling representative of Bustillo Bros. & Diaz, intend to do some vigorous campaigning next year on their Humboldt and Henry IV, the sales of which are increasing rapidly, Sam Caro is on the road now and will be back about the 20th of the month.

The Crystal Palace stand at 5 Kearney street is one of the most popular impromptu gathering places for various cigar men in town. Gus Gross and Isy Label the proprietors are justly proud of their popular stand. The Crystal Palace brand of cigar manufactured by Bustillo Bros. & Diaz, is a popular seller with them,

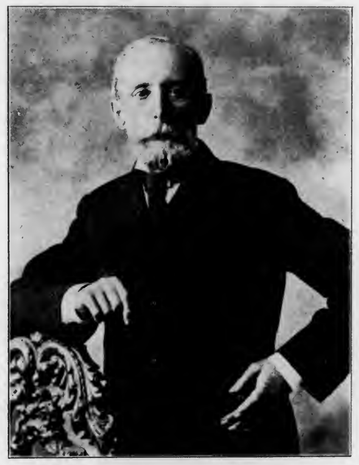
—Sutter Bros., Inc., report the following shipments of leaf tobacco from Havana: Dec. 5, per str. Cowaga, to Mobile, 15 bales consigned to Hooker Cigar Co., Minneapolis, Minn.; Dec. 6, per str. Chalmette, to New Orleans, 56 bales consigned to Wedeles Bros., Chicago, and 50 bales to Sutter Bros., Inc., Chicago.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

G. A. Kohler & Co.
Wholesale Manufacturers of
Daily Capacity, 100,000 to 125,000
Factories:
Cigars
YORK and YOE, PA.
Leading Manufacturers in the East.
Five Cent Goods Unequaled for the Money.

THE LATE SIGMUND JACOBY.

REMINISCENSES OF ONE OF THE PIONEER CIGAR MANUFACTURERS OF NEW YORK CITY.



MR. SIGMUND JACOBY.

Reviewing, in 1889, the events of his long career, the late Sigmund Jacoby, whose death was announced in The Tobacco World last week, said to the present writer:

"In 1852 there was not a single large manufacturer of cigars in New York. All the cigars that were made were manufactured by about a dozen small manufacturers. M. H. Levin had started in business shortly before, employing about fifteen hands; his factory was at the corner of Front and Beekman streets. A man named Haas, who is still living, I believe, was my first employer in this country. Before coming to the United States I had been working in Berlin, Germany, for a manufacturer named Brunzlow. Mr. Haas used for wrappers a leaf grown at Amersforter, Holland; the fillers were Cuba and Yara, very little Havana being used at that time. The number of cigars made in New York then was quite inconsiderable, the total number of men employed being only between 300 and 500. The majority of the cigars in the market were imported from Germany. They were fearful, both to behold and to use. They were four and three-quarter inches long, very black and uncouth in appearance. Their taste was bitterness itself. They sold in New York at from $3.50 to $9 per thousand.

"Towards the close of the year 1852, two Baltimoreans began making a better cigar than the German importation. These were Thomas J. Little and a man named Thomas. Connecticut grew a good tobacco in those years, and the Baltimoreans were the first to use it in cigars. Mr. Little had a strike in his factory in Baltimore as long ago as 1853. He sent to Germany, chartered a barge at Bremen and brought over about eighty cigarmakers. There was no law then, you know, to prohibit contracting for foreign labor. The new comers were interviewed by the strikers, and the majority of them were taken away and sent to other places by the strikers. I don't think Mr. Little got much of his passage money back. Mr. Little found a ready market for his American cigars at about $35 per 1,000, on which his profit was between $8 and $10.

JACOB A. MAYER & BROS.
Office, YORK, PA.
Manufacturers of the
"Edvard Grieg"

THE BEST FIVE CENT CIGAR

A. F. HOSTETTER,
Manufacturer of
High-Grade Domestic Cigars
HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79
S. R. Kocher & Son
Manufacturers of
Fine Havana Cigars
And Packers of
LEAF TOBACCO
Wrightsville, Pa.

Best Workmanship The Lowest Prices
H. W. HEFFENER
Steam Cigar Box Manufacturer
DEALER IN
Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Cor. Howard & Boundary Avenues
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

E. E. Kahler,

328 to 332 Buttonwood Street,

Reading, Pa.

Manufacturer of High Grade

Seed and Havana CIGARS

Correspondence solicited with the Wholesale and Jobbing Trade.

Equivalent Cigar Factory,

M. E. PLYMIRE, Proprietor,

Wholesale Manufacturer of *Loganville, Pa.*

Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents

Correspondence with Wholesale and Jobbing Trade only invited.

H. F. KOHLER,

Wholesale Manufacturer of *Nashville, Pa.*

FINE CIGARS

'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.

Manufacturers of Fine Cigars

DALLASTOWN, PA.

Capacity, 75,000 per day. Established 1876.

Special Brands made to order. **JOHN E. OLP,** Telephone Connection.

Manufacturer of

Fine Havana & Seed Cigars

JACOBUS, PA.

"In 1853, I went to Connecticut to prosecute my trade as a cigar-maker. I settled first at old Suffield, working for Sam Austin. Austin was a unique character. He was a typical Yankee of the old school. He wore a high hat, a blue frock coat with immense brass buttons, and his six feet of masculinity were crowned by a head of the reddest hair imaginable. Spencer and three or four members of the numerous Loomis family were also engaged in cigar manufacturing in old Suffield. From that place I went to West Suffield where I worked for another member of the Loomis family.

"In 1855, I went to Feeding Hills, Mass., where I worked for a firm named Smith & Palmer. This firm employed about one hundred hands, most of whom settled there, and some of whom are living there yet. Of these are Herman Hook, William Buschman and Mr. Wedemeyer, all of whom started in life as cigarmakers. They are now in the tobacco business, and are very well known and highly respected citizens of the Bay State.

"After I had been located in Feeding Hills for some time, the great business in cigars intended for the California market got its boom. All the factories grew larger and were crowded with orders. Workmen were paid as high as $10 a thousand for cigars, but they were required to make every part of each cigar themselves. I remember well that all cigars for California had to look handsome; a glossy wrapper, the glossier the better, was indispensable. The shape was a five inch regalia. The factories at Feeding Hills and in Connecticut could not supply the demand, and then there sprang up in New York a dozen or more factories, all of them competing for the California trade.

"Among the manufacturers of that epoch there are two whom I remember with particular pleasure. One was the Marquis de Sharkey, and the other was Mr. Gassert. The Marquis was not a Frenchman, but a bona fide everyday American. I don't know where he got his name, but it was the only one by which he was known. The Marquis dressed extravagantly, even gorgeously. He was a thorough paced sport of the period. He was a good business man and made plenty of money, which he spent right royally, as befitted a Marquis.

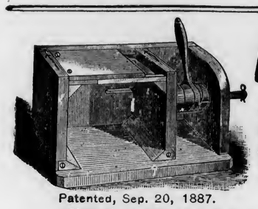
"Indeed, everybody made money, and lots of it, at that time, from the proprietor down to the newest hand. There wasn't the slightest trouble to get a job, all a man had to do was to walk into a factory and take a seat at the bench. He didn't have to ask anybody's leave. This pleasant state of things continued until the political excitement of the year 1861. California had ceased to be the exclusive market; there was a good and steadily growing demand from the West and South. Nobody knew what was going to happen, and the closing of the factories is the best instance in history of the effect on the tastes and appetites of a whole people of uncertainty and dread of the immediate future.

"It is worth mentioning that during the years immediately preceding the war a great many large grocery houses in New York were manufacturing cigars in the top lofts of the buildings occupied by them.

"At the outbreak of the war fully two-thirds of the cigarmakers in New York, Connecticut and Massachusetts enlisted. Six months after hostilities began, the demand for cigars in factories here renewed itself. To supply the enormous demand there came an inundation of cigars manufactured in Pennsylvania. The thrifty farmers of that State employed their leisure in the winter very profitably indeed in the manufacture of cigars. In the spring they packed their cigars in shoe boxes and sent them to New York. Or they were bought up by dealers traveling through Pennsylvania.

"When the report that the Government at Washington was about to impose an internal revenue tax on cigars began to be circulated, the speculator sprang into the arena. A large banking house in Washington was the first to get a hint of the Government's intentions, and they sent out dozens of buyers all through Pennsylvania to buy up all the cigars they could discover. The buyers succeeded in getting together an immense stock, which was then stored in warehouses in this city waiting for the tax to be put on, when the profits would commence to roll in. Well, the internal revenue tax having been imposed, these cigars were packed in boxes and held to await the rise in prices. But in the meantime so many factories had sprung up that, the market being glutted, the speculation was but a poor one after all. Some of the goods lay in the warehouses for years before they were finally sold.

"The year 1863 is memorable in the cigar industry for two reasons. First, the introduction of molds, and second, the immigration of cigarmakers from Bohemia. These people were steady, industrious workers, a welcome contrast to many of the harum scarum fellows with whom the trade had previously been made acquainted.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,

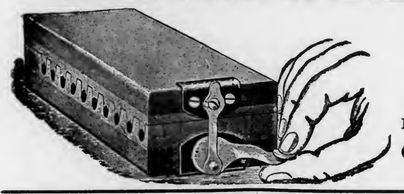
DEALERS IN

Box and Cigar Manufacturers' Supplies

Patentees and Manufacturers of **Knock-Down Cigar Boxes**

AND

CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,

WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,

READING, PA.

Box and Cigar Factories Fully Equipped at short notice

Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

"I was the largest manufacturer in the city in 1862 and 1863, though there were a number of other factories besides my own, employing from 100 to 300 hands. The Bohemian cigarmakers worked steadily and earned large wages. The demand for New York made cigars came from all over the United States at this period. Manufacturers turned in their whole output to jobbers, employed no drummers, were required to do but little, if any, advertising, and were always sure of getting their money. My output in 1862 was about 50,000 cigars a week. M. H. Levin in the bloom of his business would turn out between 80,000 and 90,000 a week, but that was after 1862, and lasted but a short time. Prices during the war ranged from $35 to $80 a thousand, and profits were large.

"Throughout the war there was an enormous demand for cheap cigars for the army. These cigars, were made in garrets or anywhere, and it was quite impossible to supply the demand.

"In 1864, my factory was No. 1 of the First District. From the corner of Maiden Lane and Pearl street I removed first to Chatham Square, now occupied by a large retail clothing house, and in 1882 I located at the corner of Fifty-second street, overlooking the East River.

"I introduced the first colored label used on a New York made cigar. The design and printing were done by Heppenheimer. The brand was the El Baco, and this very same cigar is still in the market. I was also the first New York manufacturer to make a cigar with a Pennsylvania wrapper and Havana filler. That was after the war.

"During the first years that the internal revenue tax prevailed, cigar manufacturers had some very unpleasant times. The law was very strict and we were practically at the mercy of the revenue agents, not all of whom were immaculate. These men had absolute authority to examine our books and our establishments, and some of them used their power very tyrannously. This was particularly the case in 1865.

In 1868 began the demand for a light colored cigar. Previously smokers had been content with dark goods, but now they wouldn't be satisfied with anything that wasn't light. Some manufacturers, in order to meet that demand, resorted to chemicals to bleach the tobacco, but chemistry was abandoned in a little while, for the reason that the popular taste veered round once more to dark goods.

"In 1876, I was the only New York cigar manufacturer exhibiting at the Centennial Exposition in Philadelphia. My exhibit was in the shape of a house, made entirely of tobacco, cigars and cigarettes of my own manufacture. One portion of my exhibit I particularly recall: It was in the shape of a number of cigars made of Havana and Manila tobacco. The Manila crop of 1873 had been particularly fine, better than it ever was before or since. The exhibit was a great attraction to the sightseers at the Exposition."

Cuban Independents Organizing.

The war against the tobacco trust has spread to Cuba, and the independent manufacturers and growers there have united to fight the combination. News to this effect was received by the Cigar Dealers' Association of America.

The American Cigar Co. has had its agents in all sections of Cuba buying up crops and getting options on the most prosperous factories. So successful has it been that the independent growers and manufacturers have become frightened.

Charles Brasco, one of the leading

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463

CAPACITY 75,000 PER DAY

ESTABLISHED 1871.

DALLASTOWN, PA.

THE BEAR BRAND

SEPARATE STYLE FROM ALL ARTIFICIAL FLAVOR

LONG FILLER

BEAR BROS.

Manufacturers of

Fine Cigars

ZION'S VIEW, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor,

Maker of HOLTZ, PA.

High-Grade Domestic Cigars

Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES

Capacity, 25,000 per day.

Prompt Shipments guaranteed.

A. S. & A. B. GROFF,

Packers of

Penna. Seed Leaf **Tobacco**

East Petersburg, Pa.

G. W. A. Hankey Tobacco Co.

Packers of and dealers in

Foreign and Domestic Leaf Tobacco,

591 West Mason Avenue,

YORK, PA.

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Mr. Wholesaler and Mr. Retailer, both of you like tc hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported **Leaf Tobacco**

YORK, PENNA.

Havana dealers, sent for an outline of the methods used in Chicago by the cigar dealers, and he has organized practically all of the Cubans It has been learned that a similar movement is being set on foot in Porto Rico.

Early Tobacco Deliveries in Lancaster.

Lancaster, Pa., Dec. 13, 1902.

There is no apparent abatement in the demand for the 1902 crop, quite a number of buyers being yet in the field looking for what remains unsold.

The American Cigar Co., whoonly recently came into this field, have a corps of buyers hustling to buy up what is left in the farmers' hands at pretty stiff prices. The following are some of their purchases in York county: Levi Smeyser, 7 acres seed leaf, 8½ and 2c; Charles Mohr, 3 acres seedleaf, 8 and 2c; Frank Eby, 2 acres seedleaf, 8½ and 2c; Henry Miller, 3 acres seedleaf, 8 and 2c; Edward Mohr, 3 acres seedleaf, 8 and 2c; Henry Reinerberger, 3 acres seedleaf, 8 and 2c.

John D. Skiles bought the 14 acre crop grown on Senator Quay's farm at Mountville at 10c through. From present indications very little of the crop will remain unbought by the time the new year comes along, except the hail-cut, of which there are between 4,000 and 5,000 cases.

The weather has been favorable for stripping, and tobacco farmers are taking advantage of it to get their tobacco ready for market. The crop will be delivered early this season, fully two months ahead of the time it is usually delivered.

One of our heaviest buyers has already received eight or ten crops, purchased early in the season, and upon examination, found that the tobacco is not up to expectations They were loud in expressing their disappointment, and are in hopes that the remainder of their purchases will show a decided improvement.

No activity has been shown in the market for old goods, and none is looked for until after the new year.

The cigar trade continues to be prosperous. All the large factories would put more men to work if they could get them. The output of cigars in the district for November was unprecedently large, being over 71,000,000.

Owing to a difference between employer and employe, there have been a short series of strikes at the American Cigar Company's plant, on West Lemon street, near Prince. On Monday quite a number of the young women strippers quit work, and to day an even larger number of boys went out on strike. From the story of the strikers, it appears that they are opposed to the methods pursued by the manager of the stripping department. In the absence of a man in a position to state the company's situation in the matter, those in charge of the factory refused to make a statement.

Louis Kramer, of the firm of Kramer & Goldberg, is at present in Wisconsin, where he is making some heavy purchases of choice goods grown in that State.

The cigar factory of H. S. Immel, at Mountville, was entered by robbers, who were after the finest tobacco a factory will afford. They secured about 75 pounds light Sumatra, valued at $150.

The following visitors were in town during the week: H. S. Myers, of Young & Newman, Philadelphia; Willie Levison, of A. Cohn & Co., New York; S. S. Swartz, of Loeb-Swartz Tobacco Co., Philadelphia; Louis Mueller, of Dohan & Taitt, Philadelphia; S. Waterman, of Max Gans & Son, New York.

R. K. Schnader & Sons

PACKERS OF AND DEALERS IN

Leaf :-: Tobacco

436 & 437 W. Grant St.

Lancaster, Pa.

THE MILLER DUBRUL & PETERS MFG CO TRADE MARK.

NO ROOM FOR DOUBT

It is seldom that a new article can be placed on the market in regard to which there is no room for doubt as to its value, importance and efficiency.

The DuBrul Dieless Suction Table is an exception—a notable and distinguished exception.

Here is a table which speaks for itself.

To see it in operation answers every point that can be raised against it, and silences the most prejudiced critic.

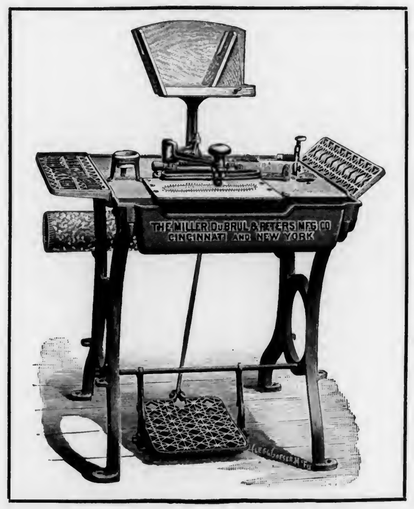
The suction table has always been open to serious objections.

Dies and rollers are responsible for these disadvantages. The dies, rollers, rolling arms, pivots, screws, collars, platens, and other mechanism require constant attention to keep them in condition to do the work; the rollers passing over the dies constantly mash them down; the rollers themselves require re-polishing and oiling and careful, frequent adjustment to the wear of the die. All this makeshift mechanism requires frequent attention, re-adjustment and repair. The die is in the way of the operator. In spite of the best attention dies always become dull and leave a white streak on the edge of a dark wrapper, marring the appearance of the cigar—the ends get mashed by the rollers and this compels the operator to tear the wrappers at these points and often destroy them in the attempt.

We have been trying to overcome these objections for a long time and we have succeeded. We have wiped them out completely and have in their place a table which is really a wonder.

There are no dies and no rollers.

The cutting is done by a circular knife which is easy to keep sharp and needs absolutely no adjustment. The cutting mechanism swings out of the way after the wrapper is cut, and the rolling plate is open and free so that the operator is not in the least hampered by any complications. It is natural to do palm work instead of finger work, and you get a hand-made cigar that cannot be surpassed in any way. You get a larger output, you have a table which anybody can learn to roll upon in a very short time, and the DuBrul Table is so simple in operation that it never gets out of perfect order, and operators will not raise the slightest objection to it, as they have always done to other suction tables, so that they will never work any other kind if they can get work on this.



We would like to hear from you about this table.

We would like to tell you more about it, and we would be glad to do so if you would take the trouble to ask us.

We still make our Die Table, admitted the best of that kind; we show it alongside of the Dieless Table at both of our offices.

When writing to us ask for booklet W. S.

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1 Madison Avenue NEW YORK CITY

6

J. W. BRENNEMAN,
Packer of and Dealer in *Leaf Tobacco*
Main Office, MILLERSVILLE, Pa.
Lancaster Office, 110-112 W. Walnut St.
United 'Phones—No. 931—A, Millersville. No. 1803, Lancaster.

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MANUFACTURER OF
High and Medium Grade CIGARS
DENVER, PA.
STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH
MANUFACTURER OF FINE CIGARS
For Wholesale and the Jobbing Trade
Special Brands made to Order.
A Trial Order Solicited.
RED LION, PA.
Sumatra Wrapped and Long Filler Goods a Specialty.

RALPH STAUFFER,
MANUFACTURER OF
High and Medium Grades of UNION-MADE CIGARS
For the Wholesale and Jobbing Trade only
CORRESPONDENCE SOLICITED. AKRON, PA.

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Leaf Tobacco Brokers,
HOPKINSVILLE, KY.
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ALBERT FRIES HAROLD H. FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1855.
☞Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

A Correction as to the Kohler Factory

At Nashville, Pa., Owned by H. F. (not G. A) Kohler as announced last week.

H. F. Kohler Cigar Factory, Nashville, Pa.

Through an unfortunate error in last week's Tobacco World, the description of the Kohler Cigar Factory at Nashville, Pa., was accredited to G. A. Kohler & Co., when it should have been given to H. F. Kohler, maker of fine cigars. The World makes haste to correct the error—and to make the correction more emphatic again asserts that the Nashville factory, as described in last week's paper, is owned and operated by H. F. Kohler and not G. A. Kohler & Co. We reprint the photo engraving of the Nashville factory.

H. F. Kohler is the manufacturer of the famous Happy Jim 5c cigar. World readers acquainted with H. F. Kohler readily saw a typographical mistake had been made in last week's article. And to those unacquainted with the facts, this correction, it is hoped, will place the matter right.

G A. Kohler & Co., of York and Yoe, Pa., manufacture the General Wolfe and General Sullivan brands of cigars—which was correctly stated last week, but Mr. H. F. Kohler, of Nashville, does not. As noted, he makes the Happy Jim.

York's Encouraging Crop.

York, Pa., Dec. 15, 1902.

The past week has been a quiet one in the York leaf tobacco market. No extraordinary transactions occurred, but on the whole the volume of business was entirely satisfactory to the dealers and packers. Manufacturers are now closely working up their old stock, and the indications are that the market will liven up considerably after the New Year. There is no change in prices.

Tobacco packers still have buyers scouring the country districts for what is yet unsold of the 1902 crop. Buyers who have examined the crop say the quality is of the best. Several sales were reported during the week in the vicinity of Rockey. The prices ranged from 7 and 2c, to 8½ and 2c.

The tobacco growers of York county are greatly encouraged over the success of this year's crop. Many of them are already making preparations to plant a large acreage next season.

James Stewart, of Felton, a well-known tobacco grower, suffered considerable loss last Thursday night. His large bank barn and tobacco shed were destroyed by fire. His entire crop of tobacco was lost, which was about cured and ready for shipping. The tobacco burned was the yield of five acres.

Cigar manufacturers are now getting in their best licks prior to the end of the holiday season. Many of the factories will be closed during Christmas week in order to permit the firms to take their inventories. The year promises to be a record breaker for more than one factory in this city and vicinity. Notwithstanding the close of the holiday trade, the demand for goods still continues, and every factory in this district has orders enough on its books to keep the hands going for three months at least. There is still a scarcity of cigarmakers, and notices have been posted in public places advertising the need of more hands.

J. A. Mayer & Bros., tobacco packers of this city, have been quite busy of late, and recently made several large shipments of leaf tobacco from York to Lancaster.

D. A. Horn, of the Porto Rico Cigar Company, of Red Lion, recently made a narrow escape from death in an elevator accident at the firm's plant. Mr. Horn was engaged in the cellar, when a noise overhead attracted his attention. He found that the elevator was moving, but thought it was going upward, and paid no more attention to it. He was mistaken, as the elevator was coming down. It struck Mr. Horn and felled him and pinned him to the floor. He called for aid and the elevator was brought to a stop, otherwise he would have been crushed to death.

"The Comic History of Tobacco," now running in The Tobacco World, is being read with much interest by readers of The World in this city and vicinity. The chapters written by Mr. J. Stanley Winget, of York, and Mr. S. L. Johns, of McSherrystown, were especially interesting and much enjoyed.

Shipments of cigars from this city, Red Lion, Dallastown and Yoe, have been very heavy during the past ten days. Consignments were made to all sections of the country, especially to the west and southwest. York county is getting to be known all over the entire United States through its cigars.

At the annual meeting of the Young Men's Democratic Society, Mr. August Sonneman, Jr., was elected secretary. Mr. Sonneman is junior member of the firm of A. Sonneman & Sons, wholesale dealers and jobbers in domestic and imported leaf tobacco. He takes great interest in things political and is regarded as one of the coming young men of the Democratic party.

Cuban Railroads.

In answer to a mail inquirer concerning the railroads of Cuba, the World is able to state that, according to a Havana authority on the question, the entire railroad system of the island of Cuba is valued at $70,000,000. The total length of 124 lines included in this estimate is 2,000 miles. Only 17 of these lines are for general and public use, the remainder being built for the transportation of sugar cane to the grinding mills. A new line now in process of construction by Sir William Van Horne and his associates of the Cuban Central Railway, connecting at Santa Clara with the line from Havana to Cienfuegos, will revolutionize the island's railroad system, open communication with Nipe, the best harbor on the whole Cuban coast line, and prepare for profitable cultivation an area estimated at 10,000,000 acres, or about one-third of the total area of the island. Nipe is only sixty hours from New York by fairly fast steaming. Trains from inland points connecting with the steamers which will touch there, will bring down to the coast fresh vegetables, strawberries and other small fruits.

The rates for railroad travel range from 12 cents a mile for first class passengers to 5 cents for second-class transportation, and freight rates are correspondingly high.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

The pole burn is very evidently confined to the latest-cut plants; all of the early harvested is entirely free. It was feared that some on the lowest tier showed some mould, but it was mostly on unripe leaves. A short time ago, in speaking of supposed damage, the writer suggested that a part of this difficulty was caused by the filthy condition of the ground under this tier.

It is quite evident to my mind that the broad or Connecticut seed leaf is sought for first by the packers, and, as a rule, commands a larger price than Connecticot Havana. The firm of E Rosenwold & Bro. is to have the sale of the shade-grown leaf of our largest syndicates.

Our correspondents write:

East Windsor: "The American Tobacco Company has been shipping its purchases to its warehouses at Richmond to be assorted and packed. Some ten growers have lately sold their crops. The prices ranged from 18 to 20c in the bundle. Most of the crop is stripped."

Feeding Hills: "Tobacco is all stripped, or nearly so. But few crops have been sold as yet. I hear of only two, and these at 25c through."

Southwick: "It is stated on good authority that Luther M. Case, of Barkhamsted, has 140 men employed in his packing houses at this place and Hatfield assorting and packing houses. He has quite recently sold a carload of the 1902 crop to a western jobber. This is fully a month earlier than any previous sales."

Ellington: "Our growers have sold several crops of the 1902 leaf at very satisfactory prices, and offers of 15c were refused."

Simsbury: " A number of crops have been sold of late, two at 16c and the others ranging from 18 to 23c in the bundle. Offers of 16 and 18c were declined."

Montague: "The tobacco is all, or nearly all, in the bundle. No sales have been heard of as yet. Growers have been holding at fair, but by no means high, prices."

Hatfield: "It is stated that some of our large growers are to assort and pack their crops. Thaddeus Graves, who raised 20 acres, is among them."—Amer. Cultivator.

EDGERTON, WIS.

Buyers are still riding the growing districts just enough to maintain a moderate movement in both new and cured goods, that is all the time reducing the amount of tobacco held by first hands. Recent sales include some heretofore held at out-

Walter B. Hostetter. B. F. Able.
HOSTETTER & ABLE,
Wholesalers and Retailers of Leaf Tobacco
SHADE GROWN SUMATRA in Bales
Phones { York, No. 130. Bell, No. 1873. } 12 S. George St., YORK, PA.

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PACKER OF AND WHOLESALE DEALER IN Leaf Tobacco
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SONDHEIMER & SMITH,
Packers of and Dealers in Leaf Tobacco
330 North Christian St.
Selected B's and Good Tops Our Specialty.
LANCASTER, PA.

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PACKING HOUSES: Janesville, Milton, Albany, } Wis.
PACKERS OF LEAF TOBACCO
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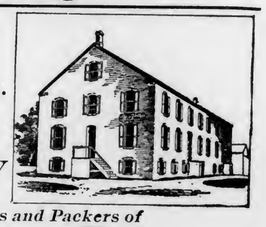
STORAGE CAPACITY 10,000 CASES
Reading, Pa.

Telephone call, 432-B.
Office and Warehouse,
Florin, Pa.
Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. *Growers and Packers of*
Fine Cigar Leaf Tobacco
Fine B's and Tops our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. P. O. Box 96.

B. S. TAYLOR---YOE, PA.
Manufacturer of a Large and Exclusive Line of
Fine Nickel Goods
and a variety of
Medium Grade Cigars
Sold to the Wholesale and Jobbing Trade.
Some of Our Brands:
"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heyneman."
☞Samples to Responsible Houses.☜

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Seed and Havana
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Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

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Union Made CIGARS
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MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

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CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf
Samples free to responsible houses.
Write for prices.

side figures, while the prices paid for the 1901 show but little variation over former quotations:

In old goods a trifle better feeling pervades the market and packers are disposing of more liberal sized orders. Even the 1901 packings, which have been dragging for some time, are beginning to move. The most important transaction of late is the reported sale of M. H. Bekkedal's large holding of 1901, the Soldiers Grove packing going to the United Cigar Manufacturers, the Boscobel packing to A. Cohn & Co. and the Viroqua packing to Reickert & La-Boule, of Milwaukee. More than 5,000 cases were embraced in the deal.

Warehouse handling of the new crop throughout the state is practically held up awaiting casing weather. A few hours of warm, moist weather would be sufficient to permit the hanging crop to be removed from the poles and stripping would commence. The amount now ready for delivery is not sufficient to warrant the starting up of the warehouses.

Shipments, 400 cases.—Reporter.

HOPKINSVILLE, KY.

M. D. Boales.

The market quiet and steady on remaining old stock, consisting mainly of Medium, Good and Fine long dark Leaf. Lugs and Common Leaf in very limited supply.

QUOTATIONS.

Lugs—Common, 5 to 5½c; Medium, 5½ to 6c; Good, 6 to 6½c.

Leaf—Com., 6¼ to 7¼c; Med., 7⅛ to 8¼c; Good, 8½ to 10½c; Fine, 10⅝ to 12¾c; Cigar Wrappers, 8 to 10½c; Plug Wrappers, 9 to 12½c; Spinning Leaf, 7 to 9½c.

The season has been favorable for the past month for handling the new crop, and it is being delivered freely at prices ranging from 5 to 8½c round, loose. Italian buyers find few crops suitable for better grades. A. T. Co. takes any old thing. The loose sales on floor in piles continue at prices: Common to Good Lugs, 3½ to 4½c; Leaf, Common to Good, 5to7½c. On the whole it compares poorly in quality to the 1901 crop, and quantity in pounds about one-half.

Receipts for the week, 15; year, 11,925. Sales for the week 40; year, 10,620.

CLARKSVILLE, TENN.

M. H. Clark & Bro.

Receipts this week, 10 hhd; offerings on the breaks, 4 hhd; sales, 42 hhds.

The sales on the floors of the loose tobacco warehouses have been large, the weather being favorable, and planters rushing in to secure funds for their close of the year settlements and prices satisfactory.

The stemming position is a peculiar one. The enormous stocks of Strips in Great Britain and the poor character for Strips of the 1902 crop deters stemmers from making Strips for the sale markets. Two foreign houses are stemming for use their own factories, but the regular Shippers are not drawing a stem. Thus there will be virtually no exports until another crop is made and shipped in the summer of 1904. Fortunately concurrent with these conditions, the stocks of dark tobacco are reduced to a minimum, lighter than for 25 years, and the crops of the stemming districts can be handled in leaf form for shipment to the Continent, Africa, West India Islands and other outlets, and at close of the season there will be no surplus left over.

Quotations:

Low Lugs	$5.00 to $5.25
Common Lugs	5.25 to 5.50
Medium Lugs	5.50 to 5.75
Good Lugs	6.00 to 6.50
Low Leaf	6.00 to 6.75
Common Leaf	6.75 to 7.50
Medium Leaf	8.00 to 9.00
Good	9.50 to 10.50

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers Monterey and Morro Castle.

CIGARS.	cases.
Acker, Merrall & Condit, New York	16
Park & Tilford, New York	11
B. Wasserman Co., New York	8
G. S. Nicholas, New York	8
Grommes & Ulrich, Chicago	7
Duncan & Moorhead, Philadelphia	6
Michaelis & Lindeman, New York	4
C. B. Perkins & Co., Boston	3
H. Walker & Sons, Detroit	3
S. Bachman & Co., San Francisco	2
M. A. Gunst & Co., San Francisco	2
S. S. Pierce Co., Boston	2
Reymer & Bro., Pittsburg, Pa.	2
Godfrey S. Mahn, Philadelphia	2
E. Regensburg & Sons, New York	2
S. Strauss, New York	1
The Gallagher Stores, New York	1
J. Wagner & Son, Philadelphia	1
Total	76
Previously imported	9,521
Imported since Jan. 1, 1902,	9,597

LEAF TOBACCO	bale.
The Erlich Mfg. Co., New York	488
F. Miranda & Co., New York	292
Sortorious & Co., New York	240
Berriman Bros , New York	215
J. Bernheim & Son, New York	200
Starr Bros , New York	200
E. Regensburg & Sons, New York	150
Sutter Bros., New York	91
L. Blumenstiel & Co., New York	70
A. Pazos & Co., New York	69
American Cigar Co., New York	67
M. Atak & Co., New York	60
S. L. Goldberg & Sons, New York	60
F. Alvarez, New York	49
F. Garcia Bros. & Co., New York	49
R. M. Blake & Co., New York	38
R. H. Mills, Cleveland	37
L. Sylvester & Son, New York	33
L. Peters & Co., Detroit	54
S. Ashner, New York	25
Havana American Cigar Co., Chicago	25
Theobald & Oppenheimer Co., Phila.	25
Lozano, Selgas & Co., New York	21
Weil & Co., New York	20
Loeb-Nunez Havana Co., Philadelphia	20
Yocum Bros., Reading, Pa.	18
J. Merfeld & Co., Baltimore	15
M. Stachelberg & Co., New York	15
L. Goldschmidt & Co., New York	13
D. H. Delmonte, New York	10
M. Kemper & Co., Baltimore	10
Starlight Bros., New York	6
M. Cruz, New York	3
Rothschild & Bro., Detroit	3
Garcia, Pancho & Co., New York	2
Total	2,693
Previously reported	120,426
Imported since Jan. 1, 1902	123,119

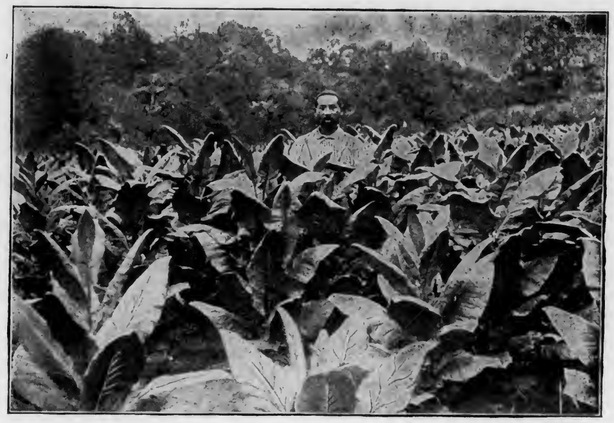
—Joseph H. Anderson, of Gainesboro, Tenn., will establish a tobacco factory at Gallatin.

TOBACCO FERTILIZERS.

Their Importance in Affecting Soils and Plants---Successful Requirements, Etc.

Through the kindness of The American Fertilizer, 1336 Cherry street, Philadelphia, The Tobacco World reproduces the two accompanying half tones, illustrating the growths of the crops of tobacco at the Government Experimental Station in Connecticut. The illustrations show the beneficial results of using proper fertilizers. Referring to the growths of tobacco, etc., the American Fertilizer says:

"There are many difficulties met in growing tobacco. The soil must be in just the proper condition; the plant must be protected against the voracious worm; the weather must not be too wet or dry, and the crop must be cut at the proper time and cured carefully, so as to preserve the color of the leaf and its quality. If there is an error made in the use of fertilizers, the quality will be impaired, not only in burning when used, but also in the flavor No crop is grown that excels it in the care required, from the seed to the time it is marketed, and no crop gives a larger profit when the tobacco yield is large and the quality is first class.



Tobacco Crop, Ready to Harvest—Connecticut Experiment Station.

Experiments for the purpose of learning which fertilizers are most suitable for tobacco have been conducted for several years, not only by individual growers and experiment stations, but also by tobacco growers' associations. The Pennsylvania Experiment Station issues annual bulletins on the subject, and has recently issued another, which is sent free to those interested. A report gives the results of experiments made by the station and it indicates that artificial fertilizers into which humus producing materials, such as cottonseed meal, linseed meal, horn shavings, etc , enter largely, are superior to stable manure in their effect upon both the quantity and quality of the tobacco leaf, the results also being more uniform than with stable manure, which, even with the best of care, is quite variable in its quality. Experiments also indicate that phosphoric acid in a highly soluble form should be always supplied, that present in the form of cotton seed meal or other vegetable matter, or in the form of basic slag, proving too slowly available for the use of such a rapidly-growing crop. Phosphates for the use of tobacco growers should, therefore, be acidulated, so as to have the phosphoric acid in a free condition to be at once utilized. This is an important point, and should not be overlooked by growers

Not only does tobacco require potash and nitrogen, but those substances must be in certain forms. The double carbonate of potash and magnesia, a "potash salt" which is on the market, gave much better results than sulphate of potash. It may be mentioned that sulphate of potash is the form that has been mostly used in the prepared fertilizers on the market, but the forms mentioned above (double carbonate) are superior. Encouragement may be given the experiments from the fact that in Virginia and North Carolina the best crops are given where new land has been cleared and burnt over, leaving the ashes on the surface, but it is possible that the form most suitable in Virginia may not give as good results in Pennsylvania."

Tobacco Crop, Half Grown—Connecticut Experiment Station.

Roosevelt on Cuban Reciprocity.

How the President Advocated the Subject in His Message.

"I hope soon to submit to the Senate a reciprocity treaty with Cuba. On May 20 last the United States kept its promise to the island by formally vacating Cuban soil and turning Cuba over to those whom her own people had chosen as the first officials of the new republic.

Cuba lies at our doors, and whatever affects her for good or for ill affects us also. So much have our people felt this that in the Platt amendment we definitely took the ground that Cuba must hereafter have closer political relations with us than with any other Power. Thus, in a sense, Cuba has become a part of our international political system. This makes it necessary that, in return, she should be given some of the benefits of becoming part of our economic system. It is, from our own standpoint, a short sighted and mischievous policy to fail to recognize this need. Moreover, it is unworthy of a mighty and generous nation, itself the greatest and most successful republic in history, to refuse to stretch out a helping hand to a young and weak sister republic just entering upon its career of independence. We should always fearlessly insist upon our rights in the face of the strong, and we should with ungrudging hand do our generous duty by the weak I urge the adoption of reciprocity with Cuba, not only because it is eminently for our own interest to control the Cuban market and by every means to foster our supremacy in the tropical lands and waters south of us, but also because we, of the giant republic of the north, should make all our sister nations of the American continent feel that whenever they will permit it we desire to show ourselves disinterestedly and effectively their friend

A convention with Great Britain has been concluded, which will be at once laid before the Senate for ratification, providing for reciprocal trade arrangements between the United States and Newfoundland on substantially the lines of the convention formerly negotiated by the Secretary of State, Mr Blaine I believe reciprocal trade relations will be greatly to the advantage of both countries."

—Ira Farr, a cash wagon operator of St. Paul, Minn., is credited by a retailer who saw his books, with a cash business from his wagon of $4,000 for October. He makes 7 per cent. on his goods, so that he has a monthly salary of $286 to his credit.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. Investor—5 Cents
Phares W. Fry, Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs
Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels
TELEPHONE.
Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming, Cigars, Tobacco, etc.
Tilden, York Co., Pa.

Match It, if you Can---You Can't.
"Match-It" Cheroots
are the finest product of the kind on the market,
The ORIGINAL and ONLY GENUINE
Sumatra Wrapped Cheroot, put up in Packages of Five—Wrapped in Foil.
Manufactured by
The Manchester Cigar Mfg. Co.
BALTIMORE, MD.
THEY ARE ON SALE EVERYWHERE.
F. B. ROBERTSON,
Factory Representative for Pennsylvania.

HOLIDAY GOODS & ADVERTISING NOVELTIES.
THIS is the time of the year when Cigar Manufacturers and others are selecting their Souvenirs to be sent out during the Holidays, and they naturally turn our way because they know that we make the finest line in
Leather Goods and Celluloid Signs
of every and all descriptions, at prices so reasonably low that they cannot be duplicated anywhere else.
When it comes to New Ideas, We are just full of them.
Samples and prices cheerfully sent those who really mean to buy.

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Gilt-Edge Cigar Box Factory,
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SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

The Morgan Marshall Case.

The Indicted Retailer to be Tried for Box Stuffing on December 17.

Morgan Marshall, the New York city retailer, who was located until recently at Broadway and Chambers street, pleaded not guilty before Judge Thomas in the Criminal Branch of the U S Circuit Court on December 10, and his case was set down for trial on December 17 Marshall is charged with refilling empty boxes that once contained imported cigars with cheaper domestic substitutes.

The case was called for trial by Judge Thomas on December 9, but Marshall, who, it appears, had not been notified, failed to put in an appearance, and his bail of $2 500 was accordingly forfeited He called in person on the U S. District Attorney, next morning and the order of forfeiture was vacated

BUSINESS CHANGES, FIRES, Etc.

California.

Los Angeles—G A Cieman, cigar manufacturer, burned out.

Pomona—E.W. Farrington, cigars, sold out to G. B. Palmer.

Florida.

Tampa—C. C. Cotton, cigar manufacturer, real estate mortgage, $500.

Illinois.

Chicago—Husted & Gessler, cigar manufacturers, announce dissolution. Samuel Gessler succeeds

Indiana.

Alexandria—J. S. Thomas, cigars, sold out.

Iowa

Dayton—W. S. Bass, of Bass & Coleman, cigars, bill of sale of his one-half interest, $820.

Massachusetts.

Boston—Henry M. Davis, wholesale cigars, dead

Michigan

Colon—S. J. Lemons, cigars, etc , chattel mortgage, $300.

Minnesota

Bemidji.—Bailey Bros , cigar manufacturers, succeeded by Thomas Bailey.

New York.

Buffalo—C. J. Donovan, wholesale and retail cigars dead

New York City—Joseph Cleveland, retail cigars, failed.

Rochester—George J. Eichhorn, cigar manufacturer, deeds, real estate, by referee, consideration, $2,765.

Ohio.

Cincinnati—Julius J Brinkman, cigar manufacturer, dead.

Piqua—L. A. Zimmer, cigars, etc., discontinued.

Paulding—E. A. Ream, cigars and tobacco. real estate mortgage, $700. Topp & Tuttle, cigars etc., chattel mort. $635.

Pennsylvania.

Lebanon—Shott Bros , cigars and tobacco, discontinued. Succeeded by H. M. Shott.

Reading—Frank Tognetti, cigars, etc., succeeded by A. L. Lawson.

Scranton—A. F. Duffy, broker, and wholesale cigars and tobacco, attachment, execution, $4,945.

South Dakota.

Huron—John A. Sauer, cigar manufacturer, satisfied real estate mort., $1,500.

Texas.

Dallas—Mrs Kate Bedinger, cigars, sued for debt, $350.

Utah.

Park City—W. A. Adams, cigars, etc., sold out.

Salt Lake City—James Bogan, cigars, etc., succeeded by Bell Bros.

Washington.

South Bend—Co-operative Cigar Co., (not inc.), dissolved, O. M. Benson retiring.

Spokane—F. D. Shaw, cigars, etc., real estate mortgage, $2,500.

Wisconsin.

Ashland—John Fay, cigars, etc., succeeded by J. F. Brindle.

Edgerton—H Wesendonk, cigar manufacturer, warranty deed, $1,250, real estate mortgage, $100.

PATENTS RELATING to TOBACCO, Etc.

715,340 Machine for packeting tobacco or other like materials; Emile Belot, Paris, France.

715,651 Tobacco stripping machine; Frederick G. Frankenberg, assignor to Landon Sharp Machine Company, Chicago, Ill.

715,652 Tobacco stripping machine; Frederick G. Frankenberg, assignor to Landon-Sharp Machine Company, Chicago, Ill.

715,482 Pivot-joint for tobacco stalk cutters, pruning shears, or the like; Jacob S. Kauffman, Lancaster, Pa.

715,512 Cigar band; Mortimer Regensburg, New York, N Y.

715,315 Cigar cutter; Reinhold Steinecke, New York, N. Y.

Comic History of Tobacco.

Immediately upon the publication of the last chapter of the series a vote will be taken to determine which one of the fifty-two contributors shall have succeeded in pleasing the greatest number of readers, and the contributor receiving the largest number of votes will be presented with a complete file of The Tobacco World for 1902, handsomely bound. You may vote at any time, and as often as you please, but no vote will be counted unless it is sent to The Tobacco World on the following coupon:

EDITOR OF THE TOBACCO WORLD,
224 Arch street, Philadelphia:
My favorite chapter of The Comic History of Tobacco by Divers Hands is Chapter____
Contributed by Name____ Street____ City____ State____

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Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
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Are the only Sumatra Wrapped Cheroots on the market selling at retail
3 for 5 cents
Excellent combination filler, and wrapped in foil. Made only by
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Plug and Smoking Tobaccos
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Manufacturer of Lancaster Long Cut Tobacco
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LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
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Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

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Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
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Regular Weekly Sales Every Thursday
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SPECIAL SALES OF LEAF TOBACCO
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MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

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Cigars
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"CHIEF BARON,"
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Packer of **Leaf Tobacco**
MILLERSVILLE, PA.
Pennsylvania Tobaccos a Specialty.

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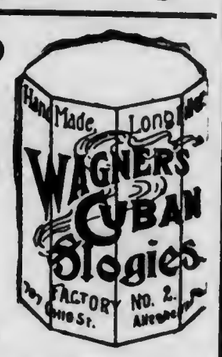

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PHILADELPHIA, DECEMBER 31, 1902.

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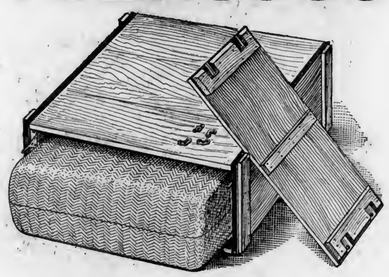

We import all our Sumatra Tobacco, each bale packed in a box, as shown in the illustration.

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No Chafing
No Damage by Hooks

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NEW YORK.

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AMSTERDAM, HOLLAND.

THE TOBACCO WORLD

UNION MADE CIGARS IN NEW YORK.

By M. PROCHASKA, of the M. Prochaska Co.

I think the time is not far distant when union made cigars will be as greatly in demand in New York city as they now are in certain towns in New England and on the Pacific Coast.

I have been concerned with the manufacture of cigars in New York city now just forty years, and for thirty-two years have been an employer of labor. The development of the cigar manufacturing industry of the United States is, consequently, a subject with which I am familiar.

Unions of cigarmakers have existed from the very beginning, as every reader of The Tobacco World will recall who read the very interesting review of the career of the late Sigmund Jacoby which was published in The Tobacco World two weeks ago. Union made cigars are, therefore, no novelty in New York city, and the blue label of the union is well known to the smoking public. To make it still better known is, I understand, the determination of the officers of the union, who have at their disposal a large fund for advertising and other educational work. That which the cigar smokers of New York city will be given most clearly to understand is that the union made cigar is a better grade of merchandise than the non-union article, because made by more capable operatives, under better conditions and out of better selections of stock. It is true that in most cases the non-union cigar is cheaper than the union cigar, but it must not be forgotten that cigar smokers are forever refining their taste, and that, after all, the cigar is a luxury. Luxuries, even if they are as modest as a good five-cent cigar is, tend to educate the finer senses of the man who indulges in them. Good cigars are like good salads—it takes artists to make them, and I maintain that there are more artistic cigarmakers in the union than out of it. The very fact that a cigarmaker has a union card is a sort of diploma guaranteeing his proficiency.

I do not care particularly to pose as a critic of the product of the great cigar-making concerns which operate dozens of factories under one general management. But this I may say without impropriety, namely, that after an experience of thirty-two years I am convinced that satisfactory cigars cannot be made in this wholesale way. The only way, in my judgment, to secure the identity of a cigar is to manufacture it under the eye of the man who is responsible for it. I do not believe the public will ever accept as a five-cent cigar, properly so called, an article which goes to the consumer at seven, or eight, or nine, or ten for twenty-five cents. The cigar smoking public is not only a discriminating public, it is a thoroughly sophisticated public. It not only knows good cigars when it tries them, but it understands that it is out of its own pockets that the great cost of advertising so-called nickel cigars which it can buy at from two to three cents apiece comes, and is very apt to conclude that the quality and workmanship of such cigars, particularly the workmanship, are not equal to the quality and workmanship of non-advertised cigars which are sold at no more than six for a quarter. The bargain-hunter is always abroad, but I have yet to learn that the bargain counter is considered a valuable asset by the man who conducts it, except as a medium for attracting trade to those departments of his business which yield a legitimate profit. Retail tobacconists who confine themselves strictly to the buying and selling of tobacco products have no attractions for the bargain-hunters, and few of them even indulge themselves or their customers in special "drives." Owing to the high duties on imported wrapper tobacco and to the high average cost of cigar leaf generally, there is little enough profit in cigars for the retailer, anyhow, and union made cigars being more costly to the manufacturer than non-union ones, yield to the retailer who handles them a still smaller profit.

Nevertheless, I insist that the union cigar has a brighter future in New York than the non-union cigar, and these are my reasons for so thinking: First—The union cigar is the best obtainable piece of workmanship; second—being made in shops that are comparatively small, it conveys to the man who is asked to buy it the assurance that it has been made under the eye of the manufacturer who puts it upon the market; thirdly, the smoker will readily credit the assurance of the dealer that such cigars are made out of a choice selection of leaf, instead of being thrown together, higgledy-piggledy, out of an omnium gatherum of tobacco gotten together on a general order from headquarters by buyers who have no further concern with it after they see it consigned to the factory where it is to be manipulated, oftentimes by boys and girls who work at cigar making because otherwise they would be in the truant schools or on the streets.

M. PROCHASKA.

TRUE TOBACCO ROMANCES.

The Insomnia of Madame R——

A remarkable fact at the inscriptions in Amsterdam last summer was the very high price brought by 3,817 bales of Borneo tobacco—the Darvel Lahad Datu mark. This tobacco, grown at Darvel in British North Borneo, was bought by the big house of M. L. Rosenfeld, of Amsterdam, at an average price of 174 cents Dutch, which was just 36 cents higher than the highest average price brought by the finest of the Deli Sumatras. The Rosenfe'd firm sold this high priced Borneo tobacco at what has been reported to be a very large profit to the big cigar manufacturing firm of Loeser & Wolff, of Berlin.

So much for an incident which attracted a great deal of attention in the tobacco markets of Europe last summer.

Considering that tobacco planters in British North Borneo are compelled to grow their tobacco behind stockades and with rifles constantly in their hands, their success in producing such very fine leaf as the Darvel Lahad Datu of 1901 was little short of a miracle. The stockades and rifles are indispensable because of the undying savagery and hostility of the native head hunters. The head hunters of Borneo are the most blood-thirsty of mortals, fearless, ingenious and untiring foes of the white man.

Not many years ago a very competent Hollander accepted the post of Superintendent of one of the large tobacco plantations in British North Borneo. This assignment to the plantation was in the nature of a promotion, and he was a very happy man when he set sail for Darvel Bay with his young wife. Scenically and in all of its appointments Meinheer R——'s home on the plantation was ideal. The little household was quite happy, but the husband took care that his wife should never go abroad, even into her own kitchen garden, without armed escort. He explained to her that this was necessary because immediately beyond the plantation stockade were all sorts of wild beasts and savage human prowlers.

Madame R—— accepted these conditions, and under the protection of her husband and his armed aids and servants felt quite secure until one morning the headless body of the plantation bookkeeper was found on the verandah of her home. The shock almost unseated Madame R——'s reason, and was undoubtedly the cause of the insomnia which at length induced her husband to give up his job. The poor woman saw head hunters not only during the still watches of the night, but during her waking hours as well. They seemed to be forever girding at her with their hideous weapons, and in her eyes there was a constant look of horror which wrung her husband's heart. He "jollied" her in his hearty Dutch way, he reasoned with her, he got her all sorts of sleeping potions, but it was all in vain. She put her head upon his shoulder during the "jollying" process, shook her curls over his arguments, and said of the sleeping potions the only thing they did was to give her stomachic qualms.

The condition of his wife was sad enough, but meanwhile the precious tobacco harvest was ripening, and Meinheer R——'s future depended upon that tobacco. The pair stuck it out until the end of the season, somehow, but sailed for Europe on the same steamer which took their tobacco to Amsterdam,

Madame R—— recovered her health on the voyage, and she and her husband and their children are living to-day very happily in Rotterdam, but Borneo is never mentioned in the wife and mother's presence.

Cigarette Caused Explosion.

At Atlantic City, on December 22, a 35 horse power gasolene tug exploded and was completely destroyed. The engineer and three men miraculously escaped with their lives. The gasolene was ignited by a small boy's cigarette twenty-five feet away, the fumes of the gasolene transferring the blaze to the open tank. The Atlantic City fire department was unable to quench the blaze. Loss $3,000.

Edgar R. Lincoln to Wed

Mr. and Mrs. William Vogel, of 73 East 80th street, New York, announce the engagement of their daughter, Birdie Rose, to Edgar R. Lincoln.

The groom elect is a member of the well-known cigar manufacturing firm of P. Pohalski & Co., of New York and Key West.

—Ward & Pigg have opened a tobacco manufactory at Wichita, Kan.

The Luis Marx Brand at Macy's.

A. J. Guttenberg, manager of the cigar department of R. H. Macy & Co., of New York, said on Christmas eve that the character of the holiday sales of cigars this year indicated two things, first, that cigar lovers have had plenty of money to spend, and secondly, that their choice of brands indicates that most of them are possessed of excellent judgment.

R. H. Macy & Co.'s leader in imported cigars is the Luis Marx brand, manufactured by Behrens & Co , of Gervasio 144-146, Havana.

Of this brand R. H Macy & Co. say, in their catalogue and price list: "No name is so important to the smokers of highest grade imported cigars as the name of Luis Marx. Associated with it are thoughts of the finest, most fragrant leaf grown in Cuba made up into cigars famous for excellence wherever fine tobaccos are known. Rarely do you find these celebrated cigars outside of the exclusive clubs and hotels, where the narrow profit margin incident to their selling is no drawback, neither is it here, where low prices are paramount. We have gathered a goodly store, and take pleasure in recommending them to men who enjoy thoroughly satisfactory imported goods in keeping with their goodness. They are all quality."

Moritz Neuberger Engaged.

Mr. and Mrs. S. Goldberger, of 57 East 60th street, New York, announce the engagement of their daughter Lena. to Moritz Neuberger, of Bremen, Germany. Mr. Neuberger is of the famous tobacco house of Heinrich Neuberger of Bremen, and is a brother of Mr. Benno Neuberger, of E. Rosenwald & Bro.

The M. Prochaska Company.

The M. Prochaska Company, of New York, was incorporated at Albany on December 22, to manufacture cigars and cigarettes. The directors are Morris Prochaska, Harry Prochaska and S. D. Lasky, all of New York.

The M. Prochaska Co. will manufacture union goods exclusively.

MUTILATED PAGE

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211 N. THIRD ST., PHILADELPHIA. Packers of Seed Leaf.

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BREMER BROS. & BOEHM,
No. 119 North Third Street, PHILADELPHIA.
IMPORTERS, PACKERS and DEALERS in LEAF TOBACCO

THE TOBACCO WORLD

Established 1881.

PUBLISHED EVERY WEDNESDAY,
BY
TOBACCO WORLD PUBLISHING CO.
11 Burling Slip, New York — 224 Arch Street, Philadelphia

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No. 224 Arch Street, Philadelphia.

Entered at Phila. P. O. as second-class matter.

DECEMBER 31, 1902.

Smugglers Pay $1 per Kilo.

Customs Inspectors on December 21 unearthed 1,200 pounds of Sumatra tobacco in the coal bunkers of the Phenix Line steamer St. George, plying between Antwerp and New York, as she lay at her dock at Sixth street, Hoboken. There were but three of the inspectors engaged in the work of digging out the tobacco, and they desisted before their task was completed because of threats made by the crew to throw them overboard. They returned to the task the next day, however, and unearthed 160 pounds more.

Ever since the St. George got in at least two of the inspectors were watching the vessel. They saw nothing suspicious until about 10 o'clock on the night of December 20, when a rowboat with two men in it stopped alongside of the ship.

The inspectors boarded the St. George and the men in the rowboat moved away into the darkness. The inspectors began a search of the boat, and sticking out of a coal bunker aft they found a bag of tobacco. By removing some of the coal they found another bag.

Then the three customs men got picks and shovels and began digging into the coal. Before they had got down two feet they had removed 600 pounds of Sumatra. Under another layer of coal, about five feet thick, were 400 pounds of tobacco. A few feet below that, the inspectors got 200 pounds.

The entire crew, thirty-five in number, stood around the miners, and as bag after bag of tobacco was pulled out there were grunts of disgust, which soon turned to open expressions of disapproval. Finally, a six-foot seaman, who seemed to be the ring-leader, made a proposition that was applauded by his mates.

"There's only three of 'em," he said, "and suppose we throw 'em overboard and make food for the fishes?"

The inspectors were pretty tired, having removed several tons of coal, and, besides, they didn't care to risk a fight with thirty-five hardy seamen. So they decided to stop operations for the night and take the tobacco ashore.

All the daily newspapers which reported the seizure on the Phenix ascribe to the customs inspectors the statement that the seized tobacco is worth "a little" over $4 a pound, which is not creditable to the good faith of the inspectors, who know the market value of tobacco to a nicety, nor to the intelligence of the newspaper. One very large importer of Sumatra is so indignant over the publication of these absurd valuations that he threatens to stop reading Sumatra smuggling stories in the daily newspapers altogether.

It is stated by those who profess to know that the stokers and sailormen who bring in the smuggled Sumatra get $1 for every kilo of the stuff which they succeed in delivering to "the right party" in New York.

Hinsdale Smith & Co. Engage Henry Moehler.

Hinsdale Smith & Co., the well-known importers and packers of cigar leaf tobaccos, have engaged the service of Henry Moehler, who has been for the past twenty years one of the most popular and successful leaf salesman catering to the New York City trade.

E. A Kraussmann, Importer of Havana.

E. A. Kraussmann, for a number of years with Havemeyers & Vigelius, embarks in business on his own account, as an importer of Havana tobacco, at 170 Water street, on January 1.

Julio J. Ordtex Dead.

Julio J. Ordtex, a leaf tobacco merchant of 87 Pine street, New York, died of congestion of the brain, on December 26. Deceased was in the sixty-fifth year of his age. He is survived by his wife and young daughter.

DOTTS & KEELY,
Importers and Packers of
Leaf Tobacco
No. 148 North Second Street,
PHILADELPHIA.

HIPPLE BROS.
Importers and Packers of and Dealers in Leaf Tobaccos
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Our Retail Department is strictly up to date.

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Wholesale and Retail Dealers in All Grades of
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29 East Clark Avenue,
FINE SUMATRAS a specialty. YORK, PA.

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The **Only Five Cent Cigar** made exclusively in Philadelphia by hand workmen.
Our own delivery wagon will supply you. Write to
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Factory, 1235--37 Filbert Street,
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GRAULEY'S **Golden Rule** 5c. CIGAR
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TAHOMA
FIVE CENT
PENT BROTHERS, Manufacturers, PHILADELPHIA. CIGARS

"The Philadelphia"
A Matchless 5-cent Cigar.
One of Roedel's Best
THAT IS SAYING A GOOD DEAL.
Samples sent to Reputable Distributors.
Philadelphia Cigar Factory
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Leberstein Bros. Makers of **La Volga** 5-cent cigar
434 Race Street, Philada.

"Lest You Forget"
Because We Have Many New Things to Tell You Next Year,
Keep the Brands in Mind
Chief Rabban *Lady Mar*
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MANETO
114 N. 7th St. *Gumpert Bros.*
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Factory 1839.
Pathfinder
SOLD UNDER BONA FIDE GUARANTEE
W. K. GRESH & SONS, Makers, Norristown, Penna.

Oblinger Bros. & Co.
Wholesale Manufacturers of **CIGARS**
"Lord Lancaster" 10c. "Vesper" and "Nickleby" 5c.
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B. F. ABEL,
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Manufacturer of
ROANA
5c. EIGHT SIZES. 10c.
Cigars

KAUFFMAN BROS.
LANCASTER, PA.
Manufacturers of the Celebrated **PRINCETON CADET**
A HIGH GRADE DOMESTIC NICKEL CIGAR—DIFFERENT SIZES.
The Well-known **Crooked Traveler**
Sold through the Jobbing Trade. Factory, 119 S. Christian St.

Leslie Pantin, Leaf Tobacco Commission Merchant, O'Reilly 50, P. O. Box 493, **Habana, Cuba**

"HORSE SHOE" JAKE IN NEW YORK.

Oh, and it's "Horse Shoe" Jake has come
out of the West,
In all that broad region his plug sells the
best;
"Horse Shoe" Jake says it does, and he
ought to know,
And that's why we'll let that there last
statement go.
On a plug Jake rides far,
As did young Lochinvar.

And what is it that brings "Horse Shoe"
Jake to the East?
His appetite, friends. He cometh to
feast.
And oh, if you doubt he's a trencherman
able,
You just ought to see what he does when
at table.
On a plug he lives long,
Like the knight in the song.

The best-natured chap in the world is this
Jake;
Otherwise, be quite sure, I'd no liberties
take
With his name, or his fame, or the brand
that he sells
To the folks out in Denver, where "Horse
Shoe" Jake dwells.
May he always find friends,
both at home and afar,
For the plug that he rides,
just like young Lochinvar

Dinner of the Aldine Club

The annual dinner of the Aldine Club took place this year on the evening of December 30, at 111 Fifth avenue, New York. Representatives of the following named companies participated: The American Tobacco Company, the Continental Tobacco Company, the Havana-American Company, the Havana Commercial Company, the American Snuff Company, Blackwell's Durham Tobacco Company, Monopol Tobacco Works and S. & R. Anargyros.

Mr. James B. Duke presided. Among the guests from out of town were "Horse Shoe" Jake, Lee Omohundro, David Chalmers and many others. The dinner was most enjoyable.

M. E. Flaherty's Calendar

Henry Doyle, of 621 Broadway, New York, has made for Captain M. E. Flaherty what is probably the most unique calendar ever gotten up. It is made to represent a barn door to which are attached a rusty horse shoe, a four leaved clover, a rabbit's foot and a wish bone. Every one who receives this calendar will reciprocate Captain Flaherty's good wishes by praying that 1903 may turn out for this genial member of the New York trade the most prosperous year in his long and successful career.

—6,905,749,968 cigars were consumed in the United States last year.

Trade-Mark Register.

United Ribbon. 13,909.
For cigars. Registered Dec. 23, 1902, at 4 p m, by H. J. Fleischhauer, Philadelphia, Pa.

New Triangles. 13,910.
For cigars. Registered Dec. 27, 1902, at 9 a m, by Fred. Smith & Co., Red Lion, Pa.

"Jeszcze Polska Zyje" i Benda. 13,911.
For cigarettes. Registered Dec. 29, 1902, at 9 a m, by P. Sakon & Son, Pittsburg, Pa.

REJECTIONS.
Anti Trust, Mr Dooley, Triangles.

CURRENT REGISTRATIONS.

Trade Marks Recently Registered in Bureaux other than that of The Tobacco World.

Plain Duty, D. J. C., Anak, J. M., 111, One Hundred and Eleven, Hundred and Eleven, Dr. Lorenz, Workman's Trust, Supper, M. A. C., Prince of Vernando, Edwin Robert, Big Preacher, Intermezzo, Liona, Mayorquina, La Resala, La Flor de Europa, C. H. S., Levis & Clarke Centennial Exposition 1905, Portland, Oregon, Centennial Exposition 1905, Portland Oregon, John Hanson, Chauffeur, Cooper B. Hatch, Lurbar, Magi, Rahim, El Torito, Polo Club, Loyal Lass, Thistledown, Donora, Puerto Cabello, Gigantress, Darling of the Gods, El Parcial, Louisa C. Adams, Nicholas Brown, Sage of Ashland, Francis, Hopkinson, Julia Dent Grant, Thomas Hutchinson, Francis Lewis, British Legion, Cuba Vuelta, Cuba de Vuelta, Vuelta de Cuba, Mirror, Robert Harley, Gibbons Brothers Mineral, Dad Reval, Floyd, Sergeant Floyd, Bullocks, Hans Hanson, Swan Swanson, Pete Peterson, Lars Larson, Diamond Leaf, Hav-It, Silent Smoke, Star Prize, Star Medal, Automat, The News-Tribune Vermilion Special, Barney Gilmore, Suvios, El Intersante, Ricoro, Ricero, Portina, Jack Spinner, Grotius, Lilla del Ramo, In the Highlands, Choral Caves, Merchants Deal, Petite Helene, Robert Harley, Commercial Freedom, El Poder de Edison, Dobre Zgleda, Fraujno Josip, Best in the West El Bovel, Donna Roma, John J. Fitzpatrick, Belle de Nuit, Retail Cigar and Tobacco Dealers' Association of New York, R. C. & T. D. A. of N. Y., Eta Wanda, Duquesne, La Rosa Tropica, Roaster, La Rosa Tropical, Yankee Club, Col. Arthur Lynch, Boston Bull, El Speako, La Emilie, Lewis & Clark, S. U. C. M., La Favorita de Manila, La Fama de Manila, Manila Londres, Manila Imperiales, Johannes Guttenberg, Caxton, Old War Horse, A. M. Palmer, Big Heart, Chief of the Osage Indians, Henry Wheaton, Daniel D. Barnard, Andrew J. Dennison, J Bancroft Davies, George Pendelton, Wm Walter Phelps, Edwin F. Uhl, In Primo, Estrada de Platta, La Lundi, El Panzie, Irisa, Alto Vida, Labor Advocate, Hazlitt's Facts, Full Guarantee Irrigation, Irregator, John A. Kasson, P. H. Vroom.

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THE MEDICINE MAN.

IN this place all questions on subjects connected with tobacco will be answered, and readers of The Tobacco World are invited to address the Medicine Man on any subject in which they are interested.
No attention will be paid to anonymous communications. Address
THE MEDICINE MAN,
Bureau of The Tobacco World,
11 Burling Slip, New York.

1903.

Greetings, dear friends. Let nothing you dismay. And a special greeting to that very numerous and amiable class among you who come most directly into relation with the consumer. Of course, I mean the retail tobacconists of the United States. May 1903 bring to you, and to each of you, a large increase of happiness and a satisfactory business. It is precisely because you are so numerous—and commonly so goodnatured—that you get from the public not only the material support that is indispensable but, as well, a full measure of its sympathy in your struggles. The public which buys of you by the single cigar, or by threes, or sixes, or even by the box, is not unmindful of the difficulties with which you who cater to it with such painstaking care appear to be at present beset. It reads in its daily newspapers the reports of your meetings, and sometimes acts in a way that is perhaps disappointing to you. But you would be unjust to the public if you were to infer from this fact that its heart is not in the right place; because the heart of the public is always in the right place, even if it does occasionally beat with a feverish beat. The public has eyes, and you must not blame the public if it is attracted by beautiful show windows or ornate interiors into shops that are conducted by great corporations in direct competition with your more unpretentious premises. But, and this is the meat of the whole matter, if you suffer any competitor, whomsoever he or it may be, to sell a better cigar than that which you proffer over your counters it is your own fault. What the public is always looking for in cigar stores is good merchandise, and really good cigars are never hard to get. In the past, it is regretfully true, not every cigar store has kept good cigars in stock or has sold them to the man willing to buy them. In other words, the public has sometimes been faked in the past. It has gotten, in the instances to which I refer, not what it asked for or what it supposed it was getting from the label or the stamp on the box, but something else — something vastly inferior—upon which the dishonest shop keeper realized a larger profit than would have come to him from the sale of the article demanded. Thanks to the publicity given to the case of a notorious box-stuffer in New York, this species of deception is no longer as easy as it used to be, for the public is on its guard. Every retail tobacconist in the United States should take care, for his own honor and welfare, that no suspicion shall rest upon him or his merchandise. Give the public good cigars, and leave the rest to that providence to which the coin you throw into your tills commits you.

Work. Make your store as fresh-looking and attractive as you possibly can. That is what your competitors are doing, and it is up to you to meet them on this ground.

Work; keep on working, and keep a cheerful face. Hustle, and you'll find the big public with you. "Beef," and you "beef" alone.

***

Tommyong (Tamiang)

ST. LOUIS, December 27, 1902

DEAR MEDICINE MAN.

Every once-in-a-while there appears in the Globe Democrat or some other daily a story about the age-long war between the Dutch overlords of the east coast of Sumatra and their savage neighbors to the north, the Achinese, and now comes a Sumatra salesman out of New York offering to sell us Sumatra tobacco grown in Achinese territory. It is very cheap, but it won't burn, and so he has trouble to find purchasers. The name of this Achinese Sumatra tobacco is Tamiang, but the New York man pronounces it Tommyong. Is it true that this tobacco is grown in Achinese territory?

If it is not taxing you too much, please explain for our information the system of land grants and the methods of preparing plantations for tobacco culture in Sumatra.

J. B. C.

Answer.

The Tamiang tobacco, which is very properly pronounced Tommyong, is actually grown in Achinese territory, but the plantations there are neutral ground. The venture, which was undertaken less than two years ago, has not been a gratifying success, chiefly because the "burn" is poor.

On the east coast of Sumatra the tobacco estates consist of grants of land taken out by individuals or companies, and are as a rule of such an extent that every year a new district can be cleared and used for the coming crop. The term is for 75 years, and for such a grant a sum of money, by way of premium, amounting to from $1 to $2 per bouw (equal to an acre and two-thirds) is paid in cash, while an annual rent of 40c a bouw, payable at the expiration of the fifth year, is also reserved. Such at least are the terms of the last recognized agreements. The whole of the conveniently-situated land on the east coast of the island has now been taken up, and it is only in the outlying regions that fresh ground can be obtained; but as in such outlying regions settled government is not so well established, the Dutch authorities are now very chary in confirming grants in places where the tobacco growing community would be less under control.

The forests when cleared for the tobacco plantations afford splendid timber, and this is utilized for constructing drying-sheds and coolies' quarties, but a good deal of the wood which might be exported for building or fuel is wasted for want of conveyance and burnt on the ground. As a compensation there can be no doubt that this burnt timber or rather the ashes of it, supply an excellent manure.

The labor employed may be distributed under three classes. There are, firstly, Malays and Batak tribesmen, who fell heavy timber, do general clearance, and build sheds; then come the Klings from the Madras districts, who occupy themselves with drainage and road-making; and lastly, we have the Chinese for planting, sorting, and preparation of the weed. The planting is conducted on a co-operative system. Coolies have their fields allotted to them, and plant at their own risk under supervision. Their payment depends on the yield. Reckoning from the estimated out-turn of last year's crop, and that one coolie will raise seven piculs of tobacco in the season, we arrive at the figure 23,000 as representing the total number of Chinese engaged at Deli in tobacco cultivation, to which number, 7,000 extra hands must be added, employed in pursuits incidental to the industry. Three thousand additional Chinese coolies are reported to have been engaged for the coming year. The strength of the Kling community may be taken at about 3,000. The Chinamen go into their clearings and begin work during January and February; those not actually in service on the tobacco estates earning money as shopkeepers, pedlars, or gardeners, many of the latter being old hands who, under advances, have taken to planting patches of tobacco on their own account, for which they find a ready sale in Penang. The Klings are also to be met with as drivers of carts and carriages.

An industrious coolie would, on an average, net in the course of a year 100 to 150 Dutch florins, and on this sum he pays to the Dutch government 2 per cent. by way of income tax. The coolie however, arrives in the country with a debt of from 100 fl. to 150 fl., and thus as a rule is not clear and able to leave with a balance in hand till the end of the second year. The coolie is engaged for a year, but he generally re engages, and takes his departure in the beginning of the third year.

The Dutch Government regulations with regard to the maintenance of a medical man by every estate and to the erection of hospitals for sick coolies are stringent; and, on the whole, the coolie-lines, considering their temporary nature, are adequate, so that the lot of the coolie in Deli may be regarded as a favorable one.

THE MEDICINE MAN.

A New Use for Tobacco.

The toilet water and soap business of the century-old house of Johenn Maria Farina, of Cologne, Germany, is famous the world over. There recently came to New York a man who says he has been for many years in the service of the Farina firm as a chemist, and who alleges that the base, as chemists call such things, of the finest soaps made in Cologne is tobacco. He has made soap in New York out of Havana tobacco and the perfume of it, say those to whom it has been submitted, is exquisite and not in the remotest degree suggestive of tobacco. The Havana with which the chemist experimented cost, duty paid, 85 cents a pound, but he says he can make just as good soap out of the cheapest grades of Pennsylvania or Wisconsin. The chemist from Cologne has interested a number of New York capitalists in his scheme and these gentlemen it is said will, equip for him a soap factory in Brooklyn that is to cost $400,000, and here he will manufacture expensive soaps out of cheap tobaccos.

Mexico's Tobacco Crop.

The Economista Mexicano estimates this season's tobacco crop in Mexico at 22,000,000 lbs. It says the greater part of the crop is already sold to the United States for delivery as gathered.

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F. & E. Cranz, Importers of Sumatra Tobacco, New York 144 Maiden Lane. Amsterdam. Trascati.

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General Commission Merchants
Leaf Tobacco & Cigar Department
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Office and Warehouse, Mercaderes No. 5, HABANA
Cable—TELLTALE.

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Almacenista de Tabaco en Rama
Especialidad en Tabaco de Santa Clara
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Cable:—Bauriedel, Habana.
Federico Bauriedel & Co.
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P. O. Box 728. Habana, Cuba
Cigar Department Manager, EDMUND WILL

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Importers and Packers of LEAF TOBACCO
Telephone 346 John. 150 Water Street, NEW YORK.

Havana Market Active.

A Busy End of the Year—Arrivals and Departures—Trade News.

Havana, December 20, 1902

The Havana market continues active for low grades. Botes of Remedios, Vuelta Abajo and third capaduras, as well as second capaduras, have obtained the most attention and while Spain took another 3,000 bales, a large local cigarette factory is reported to have made a contract for 5,000 bales. In other filler grades 3,300 bales more were traded in, thus summing up a total of 11,300 bales for the week ending December 20, which may be divided into 8,300 Remedios, 2,600 Vuelta Abajo and 400 bales of Partido tobacco. Home consumption of our cigar and cigarette factories ought to be credited with 5,300 bales, while the United States is believed to have taken 3,300 bales and Europe 2,700 bales. Prices rule firm for all choice grades, while up to now no change has taken place in the low classes, as evidently holders are anxious to clean their stocks of the latter before the close of the year. Whether the coming reciprocity treaty will exercise any increased demand for leaf tobacco remains to be seen, and also what steps Europe may take as a sort of retaliation measure, if their exports to the island of Cuba should suffer any material retrograde movement in the coming year, although up to now the dealers here have not yet studied this question thoroughly.

The 1903 Crop.

Reports just received from the Vuelta Abajo make mention of quite a number of vegueros having started to cut their temprano part of the crop and while this news comes as a surprise to the younger houses, the older ones are prepared for such a state of affairs, and it proves again that views about damage to crops have always to be taken "cum grano salis," and should not be trusted implicitly. Undoubtedly great damage has been done, but there has been no failure of the entire temprano plantings in the Vuelta Abajo. By the end of January a better forecast can be made, as regards the possible quantity of the 1903 crop.

Arrivals in Havana.

Edward Hilson, of The Hilson Co. New York; Don Jose Fernandez of the same city, and Wm. J. Hazelwood, of the large firm of Leopold Powell & Co., New York, the last mentioned of whom came over for a short visit from Tampa where his firm has started an additional factory.

Departures.

John Brand, via Miami, for Elmira, N.Y., and per steamer Morro Castle to-day Julius Lichtenstein, Joseph Mendelsohn, Bruno Diaz, Milton Herold (Secretary of the Loeb-Nnuez Havana Co.) and L. Greenhall, all for New York, excepting Mr. Herold for Philadelphia.

Havana Cigar Manufacturers.

The movement of the independent cigar factories has not yet culminated in any positive plan but it is said that the chief entrepreneur is hopeful of coming to a satisfactory understanding ere long and that matters are progressing. The number of independent factories is given at 36 and commission houses claim that they have increased calls for their product. Houses like H. Upmann & Co., Rabell, Costa, Vales & Co., Cifuentes, Fernandez & Co., Behrens & Co., Viuda de Jose Gener, Carlos Blasco, and many others too numerous to mention are loaded with orders. H. Upmann & Co. have recently worked several Sundays to catch up on some pressing orders for prompt delivery. Cifuentes, Fernandez & Co., of the Partagas brand, are turning out 40,000 cigars daily. Behrens & Co. are looking for a larger and more commodious building, in which they could manufacture at least 35,000 cigars per diem, as their present quarters are too small to admit of doing this business.

Exports of cigars by the steamer Morro Castle reached almost 4,000,000.

Doings of Havana Houses for the Week Ending December 20, 1902.

H. Upmann & Co. again came up to the 1,000,000 mark of cigars in their shipment to-day.

Bridat, Mont'Ros & Co. also shipped by the French liner and the Morro Castle 1,000,000 cigars.

Sobrinos de Antero Gonzales bought 2,650 bales for the Spanish contract, and sold 500 bales of Vuelta Abajo and Remedios to northern buyers. They shipped to Spain 1,000 bales per French steamer, and 2,000 bales per Spanish steamer.

Manuel Menendez Parra is credited with the 5,000 bales contract of Remedios for the local cigarette factory.

Leslie Pantin is said to have purchased 1,500 bales of all kinds of leaf for his customers.

Cana y Hno. sold 1,050 bales of their fine packings of Alquizar and

Consolacion del Sur, consisting of heavy bodied fillers.

Loeb-Nunez Havana Co., bought 3,000 bales of Remedios in the country, and sold and shipped 600 bales Vuelta Abajo and Remedios

Julius Lichtenstein, of Lichtenstein Bros., New York, secured nearly 1,000 bales of the best fillers of Remedios, Vuelta Abajo and some Partido.

S. Ashner is hard at work to equal at least the same quantity or more, but prefers to take his time in the selection of goods, and is said to have bought so far 750 bales of all kinds of leaf.

Juan de la Ross disposed of 550 bales of Remedios.

Bruno Diaz & Co. sold 300 bales Vuelta Abajo and Partido fillers, with a sprinkling of a few wrapper bales left over for their particular friends.

A. M. Calzada & Co. shipped and sold 300 bales of Remedios.

Calixto Lopez & Co. are again reported as buyers of a 100 bale lot of a selected Vuelta Abajo factory vega.

Jose Santalla & Co. shipped upon cable orders from Avelino Pazos 200 bales of their fine Consolacion del Sur packing.

G. Salomon y Hnos. sold 200 bales of Partido and Remedios.

Viuda de Jose Gener has been busy hunting up fine Vuelta Abajo factory vegas, and secured also one 100 bale lot.

Puente y Cueto sold 300 bales Remedios without any trouble.

Rabell, Costa & Co. disposed of 150 bales of Vuelta Abajo. some of their extra fine Remates holdings.

Jose Menendez closed out 100 bales of Remedios.

Charles Blasco shipped 200,000 cigars by the Morro Castle.

J. F. Berndes & Co. have been actively looking over our market to find suitable goods for Germany, but were able to find only a 56 bale vega to meet their demand this week.

Arrivals of Tobacco from the Country.

	Week ending Dec. 20, bales	Since Jan. 1, bales
Vuelta Abajo	1,438	174,437
Semi Vuelta	——	13,001
Partidos	210	58,900
Matanzas	—	108
Santa Clara and Remedios	4,950	134,084
Santiago de Cuba	100	426
Total	6,698	380,956

Felices Pascuas y un prospero ano nuevo—or, in plain English, A Merry Christmas and a Happy New Year from all in Havana to all in the United States.

A. Blumlein, Ill.

It is reported that A. Blumlein, the well-known importer of Sumatra tobacco of New York City is seriously ill.

President Perkins' Card.

George W. Perkins, of Chicago, President of the Cigarmakers' International Union has issued the following card:

"I have received innumerable requests for information and advice regarding the Chicago so called Independent Cigar and Tobacco Dealers' Association. I take this opportunity of saying to all that my advice has been, and is now, not to become affiliated in any way with the dealers and manufacturers of scab cigars. I have had nothing to do with the organization of the dealers in this city, and have never attended any of their meetings. Although letters and circulars have been sent to them, urging them to handle nothing but union label cigars, I find that the so-called independent dealers here handle, as a rule, 90 per cent. scab cigars and the other 10 per cent. is composed of the cheapest kind of union label goods. These people are not honest in their professions of preference for union goods. They advertise, with a vengeance, that they handle only union and independent goods, and pose as the friends of union labor.

"These dealers do not heartily support the union label. They seem to think that if they boom the label it will make the union so strong that the trust will make peace with the union, which they seem to think would operate against them. They, in this city at least, are booming the so-called independent, but in reality the scab, manufacturers. They aim to deceive the general public and confuse them with the term 'independent.' While no hard and fast lines can be laid down which should be followed in each city, yet the unions should adapt themselves to conditions as they exist. If the dealers in your city are handling and pushing the goods of the independent scab bosses they should be exposed and the fact made known. If they are pushing the union label goods it is an indication that they are friendly and honest in their efforts and should be treated accordingly. In any event, I hold that it is best for us to not become tied up with them in any way. While we should encourage our friends and do nothing to drive them away from our support, we should at the same time be in a position where we can prevent the kind of dealers we find in Chicago and several other places from using our organization as a cloak and a means to shield them in the work of palming off scab goods under the pretext of fighting the trust and posing as the friend of the unions. If you are a part of their organization or in

Adolfo Moeller & Co.
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Growers, Packers
and Importers of
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New York
No. 167 Water Street
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R. B.

ROTHSCHILD & BRO.
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IMPORTERS AND PACKERS OF
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Exporters of Leaf Tobacco and Cigars
Cable Address: Bridat Post Office Box 310.

Importers of Sumatra Tobacco
Cable Address "HERR."
Joseph Hirsch & Son
O. Z. VOORBURGWAL 227 Office, 183 Water St
Amsterdam, Holland. NEW YORK.

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana,
and Packers of Connecticut Leaf Tobacco
125 Maiden Lane,
EDMUND H. SMITH
ENOS SMITH
NEW YORK

any way affiliated with them they will use that fact to fool the public

"This is going to be a desperate fight, and we should be careful to avoid mistakes. My advice is to stand squarely on the issue of the union and the blue label and fight it out on that line. Any other course will lead to complications and confusion and ultimately hurt our cause. Remember that the dealer does not want to see the trust succeed, because he thinks he will be driven out of business; neither does he want to see the union control entirely, as he thinks that he would have to pay more for his goods. He, however, should be shown that of the two evils he should choose the least; that if the trust succeeds he will go out of business, while if the union goes to the top in this fight he can still remain in business, even if his profits are not so large. He should be made to understand that he has no hope from the trust, and that we will fight him unless he comes out squarely and takes his proper place in this fight and on the side of the union and its label."

There's Room Enough for All of Us

A Duologue Between An Old Friend and Another Fellow.

The Spirit of the Past: Of course, I know that I am a back number, but there ain't any mildew on me yet that I can see. And, then, I enjoy the personal acquaintance of everybody in all branches in the trade from Sig Rosenwald down. I knew each of 'em like a primer; have been with them in all kinds of weather—in New York, in Philadelphia, in Tampa, in Lancaster, in New England, in Chicago, in San Francisco, in Cuba, in Porto Rico, and even, in far back times, in the Philippines. My eyes grow wet with tears when I think of some of the great ones who are gone; of Julian Alvarez and Pedro Roger and Jose Gener, of Cuba; of Simon Hernsheim, of New Orleans; of David Dunlop, of Petersburg, Va.; of Lewis Ginter and John Pope, of Richmond; of Leopold Bamberger, and Raphael Teller and Henry Heymann, of Philadelphia; of Coolot, of Oakland, Cal.; of J. Friedman, of Chicago; of those well remembered New Yorkers, Edward and Isaac and Henry Rosenwald, Ysidro Pendas, Charley Holt, E. M. Crawford, Amasa H. Scoville, Julius Ehrmann, Bernard Newmark, Edward Heyman, Sigmund Jacoby, Lewis Gassert, Leonard Friedman, Henry Gierisch, Julius Beer, Simon Auerbaeh, Max Hilson, Frederick A. Schroeder, F. C. Linde, Michael Stachelberg, Ferdinand Hirsch, P. Pohalski, Armand Levy, Emanuel Hoffman, Albert Rosenbaum, Joseph Lederman, Albert Dannerlein, Joseph Seidenberg, Benno Lichtenstein, Vicente Martinez Ybor—how long, how sad a list! They were all my friends and each a good citizen. To you, of the new day, many of them are unknown, yet had I time to tell you of each of them and his life work, and had you the inclination to listen, the lesson these true tales would teach you might be inspiriting, even to you who appear to be so full of an energy that conquers worlds which my old friends scarce ever dreamed of invading.

The Spirit of The Future: You are unjust if you think I fail in reverence to your honored dead, or that I have not mastered the lessons to be learned from the career of each of them. I am indeed new. Young to freshness, if you care to put it in a flippant way, bvt I am neither heartless nor over covetous. My purse is fuller than yours ever was, full to overflowing, yet am I no wastrel. I serve the same Tobacco God whom you and your friends have served for so long and my prayer is that the incense I burn at his altars may be as fragrant in his nostrils as yours was wont to be. And I bring to him more votaries than you brought, for do I ever tire in making known to the teeming millions of the world the virtues of that plant from which he takes his name? Where you let fall a single drop of printers' ink I spill it in Niagaras and in colors that accentuate the rainbow's glories!

What is your grievance against me, anyhow, old friend? That I house myself splendidly in the finest thoroughfares of your proudest cities? That I manufacture and sell according to a system? That I am an ingenious and constant advertiser? That I am never rebuffed if the public treats some of my wares coldly? That out of my profits I bestow gifts upon my patrons in order that they may remember me kindly? These enterprises of mine own invention have helped and will keep on helping to fill my pockets, but whom else have they hurt? Have I hurt the farmer? Go into Pennsylvania, into Ohio, into Wisconsin, into New England and into your own York State and ask there have I hurt your importers and packers? If so, where are the wrecks? Have I hurt your manufacturers of Turkish cigarettes? Nay, these are more prosperous than of old. Your manufacturers of cigars? Ho, ho, they are busier than ever before! I am a strong competitor, am I? Tell me, then, was there ever a time when merchants were free from strong competition? And before my time, there were in this very cigar manufacturing field of which I speak, competitors far more dangerous to their rivals than I admit that I am. I am a corporation, and you remind me that Lord Coke defined a corporation to be a something without a soul to be damned or a body to be kicked. Let me remind you, in turn, that it was that same Lord Coke who helped to build up the monopolists in England some of which flourished from Elizabeth's time down to the middle of Victoria's reign. Lord Coke, indeed! Coke is a nice name to mention in coal famine times!

"I, a monopoly! I have what I have and I want more, but he who calls me a monopoly knows but inadequately the use of words. A monopoly is a business institution whose welfare is in some successful way guaranteed by the State. Under equal laws there can be no monopolies and in what land are the laws so equal as in our own? I am resolate, I have a clear brain, I possess millions of capital, under my banners march armies of subordinates every man of whom is loyal to my cause and each of whom is to be found at his task during business hours, in the sense that I am to produce excellent goods and to sell them at the smallest possible margin of profit, I am perhaps a dangerous rival to others in my own field who do not possess my resources in men or money, but if this is an evil is it not balanced by the fact that my activities result in a larger demand for tobacco products? Is it not a fact made manifest by the enormous growth of very recent years in the production of cigars that there is room for us all? Gentle Spirit of the Past, judge me not harshly. I am because I had to be. I am the personation of the inevitable."

The Spirit of The Past: "You state your case with force and eloquence, yet I could wish the inevitable had not come upon us with quite such suddenness, and that it were not so distressingly aggressive! Besides, I don't begin to admit that you are a blessing here at home. I have a whole lot of reasons for thinking quite the contrary. I'll give you Japan and China and even Europe, but I won't disguise from you the fact that I'm not sleeping quite easily here at home in the United States. You seem to be blowing your horn so constantly that I'm getting insomnia."

The Spirit of The Future: "Console yourself, Gentle Spirit, I am inevitable, but what I'm puzzled to know is, am I to be everlasting? What I have taught and am teaching will remain. That is certain, but of my own fate I am no more sure than any other mortal. But if I'm puzzled I'm not disheartened. I am full of courage. My hand is on the far East and I am reaching out for Europe—and both hands are good Americans, you can bet!"

Both together: A Happy New Year to all the blest tobacco boys in all lands beneath the sun! "There's room enough for all of us."

—The American Tobacco Company has bought all the cigar leaf raised in the State of Texas.

PHILA. LEAF MARKET.

The mid-holiday week in tobacco leaf circles has been busy in one way—quiet in another. Sales, as is always the case at this time of the year, have been few; no business being looked for or solicited. In the way of inventoring, preparing samples for 1903 business, etc, most of the leaf men have been busy. A good year's business is confidently looked for.

In cigar manufacturing circles business has been fairly good; orders on hand kept a number of the factories busy, and they will be for some little time. After the first of the year, however, the state of trade can be more accurately forecasted.

EXPORTS.

Liverpool —50 cases plug tobacco; 91 hogsheads' leaf.

St. Johns, N. F.—5 cases plug tobacco.

SPECIAL NOTICES.

(12½ cents per 8-point measured line.)

NOTICE IS HEREBY GIVEN that Mr. Bernhardt G. Meyer and Mr. Alfred I. Mendelsohn have this day been admitted as members of our firm. The firm name remains unchanged, and the business will be carried on at No. 169 Water street, as heretofore.

MEYER & MENDELSOHN.

New York, Jan. 1, 1903.

FOR SALE.
Connecticut Tobacco Farm

Thirty Acres cultivated land in one piece, suitable for SHADE GROWING, with Dwelling and Tobacco Buildings. One of the best districts; near R. R. station and trolley. More good land, if desired. J. M. BISSELL, 220 State st., Hartford, Ct.

CAPITAL WANTED BY A CIGAR manufacturer located at Key West, Florida, making a high grade line of clear Havanas. This is a unusual chance for a jobber or manufacturer to make Key West connections with a firm that has no debts and large orders for the coming year. Fullest investigation solicited. Address CAPITAL, Box 74, care of The Tobacco World. 12-17-3t

WHEN in need of any machines, tools, molds, new or second-hand, or if you have machinery to sell or exchange, write to Cigar and Box Machinery Exchange, Reading, Pa. 3-8-tf

WANTED—Cigar molds; second hand. Fire consumed our entire stock; we can use many; send particulars to WINGET MACHINE CO. York, Pa. 9-10tf

WANTED TO BUY—A Second hand Perfecto Cigar Bunching Machine made by the Winget Machine Co. Address Box 72, care of The Tobacco World, Philadelphia. 1t

NEW AND SECOND-HAND cigar molds in large variety at Jos. Schwartz, 1508 1st ave, New York city, (formerly at 113 Maiden lane). 12-17-3m

PACKER FOREMAN open for position after Jan. 5. Address Box 71, care of The Tobacco World, Philada.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

CIGAR BOX EDGINGS
We have the largest assortment of Cigar Box Edgings in the United States, having over 1,000 designs in stock.
T. A. MYERS & CO. - PRINTERS AND ENGRAVERS, - YORK, PENNA.
Embossed Flaps, Labels, Notices, etc.

SANCHEZ & HAYA
Manufacturers of

The Best Havana Cigars
OFFICE,
191 Fulton Street,
Factory No. 1, TAMPA, FLA. NEW YORK.

ARGÜELLES, LOPEZ & BRO.

Manufacturers of
Finest Havana Cigars
EXCLUSIVELY
Factory, Tampa, Fla.
Office, 222 Pearl St.
NEW YORK.

UNITED CIGAR Manufacturers
BRANCHES:
Kerbs, Wertheim & Schiffer,
Hirschhorn, Mack & Co.
Straiton & Storm,
Lichtenstein Bros. Co.
1014-1020 Second Ave., NEW YORK.

I. J. SCHOENER. I. M. JACOBY.
I. J. SCHOENER & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
169 WATER STREET.
NEW YORK.
CABLE ADDRESS "TACHUELA"

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List.

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

CULLMAN BROS.
Cigar Leaf Tobaccos
No. 175 Water Street
Jos. F. Cullman. *NEW YORK*

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

Y. PENDAS & ALVAREZ
Clear Havana Cigars
"La Mia" "Webster" "Farragut"
Office, 209 Pearl St. *NEW YORK CITY.*
Factory, Tampa, Fla.

Price, **$1.00.** Large Discount in quantities.
No winding, no snapping, nothing to get out of order; makes a clean, clear cut on the most delicate, dry or moist cigar; is perfectly automatic; handsome in design and appearance; low in price; guaranteed for 5 years.
Samples to manufacturers and the trade, sent prepaid to any part of the United States, on receipt of One Dollar.
WM. DIEBEL,
327 N. Eighth St., Philada.

The Thos. R. Williams Co.
OWNERS AND BUILDERS OF
THE WILLIAMS SYSTEM
OF CIGAR MANUFACTURE.
102 CHAMBERS STREET, NEW YORK.

FRANK RUSCHER. FRED SCHNAIBEL.
RÜSCHER & CO.
Tobacco Inspectors
Storage: 149 Water Street, New York.
Country Sampling Promptly Attended To.
Branches.—Edgerton, Wis.: Geo. F. McGiffin and C. L. Culton. Stoughton Wis.: O. H. Hemsing. Lancaster, Pa.: I. R. Smith, 610 W. Chestnut street. Franklin, O.: T. E. Griest. Dayton, O.: F. A. Gebhart, 14 Shore Line avenue Hartford, Conn.: Jos. M. Gleason, 238 State street. South Deerfield, Mass.: John C. Decker. North Hatfield, Mass.: Leslie Swift. Meridian, N. Y.: John R. Purdy. Baltimore, Md.: Ed. Wischmeyer & Co. Corning, N. Y.: W. C. Sleight.

PHILADELPHIA HOLIDAY NOTES.

Leaf Men and Manufacturers Have Had a Busy Year—The Retailers—Personals, Notes, Etc.

A NEW INCORPORATION.

The M. J. Dalton Cigar Company is in process of incorporation. The object of the company will be to import and deal in cigars and tobacco as well as to manufacture cigars. M J. Dalton, the well known manufacturer, is at the head of the list of incorporators.

THE RETAILERS.

The next meeting of the Philadelphia Retail Cigar Dealers Protective Association will be held Wednesday evening, January 14, 1903, in room A, eighth floor of the Odd Fellows' Temple, Broad and Cherry streets. Headquarters of the association have been removed to 14 N. 13th street—the store of J. W. Marshal. Officers of the association say that active organization work is being carried on and is meeting with success, new members coming in almost daily. Much important business will come up for action at the next meeting and a number of matters of vital importance to the retailers will be discussed.

PLEASURE AND BUSINESS.

Frank Domingues, salesman with E. A. Calves & Co., spent Christmas at Havana. In addition to having a vacation Mr. Domingues will also attend to business matters for his firm while in Cuba.

HE HAD A GOOD TIME.

John Dee, the hustling Chicago representative of the Theobald & Oppenheimer Cigar Company, spent Christmas in Philadelphia as the guest of his firm. That he was handsomely entertained needs no assertion and when he departed for his Western home Mr. Dee was loud in his praise of the Quaker City and his hosts.

OPENS ANEW.

S. Greenwalt, who recently sold his store to the United Cigar Stores Company, has opened a new cigar emporium at 141 Market street.

CONTENTED TOBACCO PEOPLE.

The leaf dealers of Philadelphia frankly say they did a good 1902 business. While in many cases competition was closer than in past years, and the transactions involved somewhat smaller, they did a larger business, and hence, really came out ahead. As a rule, too, they predict a busy 1903 year's business and are correspondingly pleased over the matter. Philadelphia continues to be a wonderful city so far as cigar manufacturing is concerned, and the prospects are that a marked increase in output will be the record for the coming year. The oft-repeated assertion that "the best 5-cent cigars in the world are made in Philadelphia," is literally true and the fact that Philadelphia five centers are almost equal to other cities' ten cent cigars quite naturally booms the Quaker City cigars and results in financial good to the manufacturers. It is small wonder, then, that all hands can heartily say: "We wish you a Happy New Year."

HE GETS THERE.

Monday, January 5th will see a large majority of the leaf and cigar salesmen "on the road" again, inaugurating the tobacco selling campaign of 1903. Holiday or workaday time men use their favorite

J. W. DUTTENHOFER,
Dealer and Jobber in **LEAF TOBACCO**
45 North Market St.
Havana and Sumatra a Specialty LANCASTER, PA.

J. BERNHEIM & SON,
HAVANA TOBACCO
138 Maiden Lane, New York
Almacenes de San Jose, *HAVANA, CUBA*

FOR THE TRADE

FOR 1903

I desire to call attention to the following, my packings of

FINE OHIO TOBACCO

Consisting of

Mexican--Equal to Havana

Zimmer Spanish, Gebhard, Little Dutch

Fully packed, of the choicest grown sections. Samples carefully sent on application, or can be inspected by calling on my Dayton, O., agent, A. B. RAPIDIS. Also, large holdings of

PENNSYLVANIA BROAD LEAF, HAVANA SEED and an elegant packing of WISCONSIN

Prices Right. Orders for Samples will have Prompt Attention.

S. L. Johns,

Office:---McSherrystown, Adams Co., Pa.

MUTILATED PAGE

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

WE HAVE NOT
ADVANCED OUR PRICES,
But will be compelled to do so January 1, 1903.
Now is the time to order a stock of
Cigar Mfg. Supplies
That will last you for some time to come.
Remember we make only the Highest Grade of Goods in our line.
Send In Your Order at Once.
The Sternberg Mfg. Co.
1702-12 West Locust Street,
DAVENPORT, IA., U. S. A.

Notice to the Trade.

ALL OUR GOODS are strictly **"Union Made,"** and stand for home industry and honest wages. They are also **The Best Goods Under the Sun,** because we make them so; for this reason we guarantee their sale. To show them, simply means to sell them; to try them once, means your customers will swear by them. Write us for samples of our famous

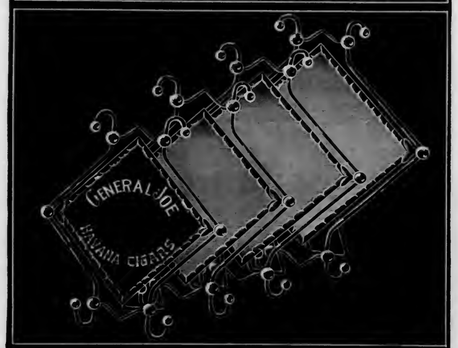
UNION BUTTS GOOD STUFF

Trade-Mark.

If you sell **PLAIN SCRAP GOODS,** we are the leaders, and **It Will pay You to Look Us Up.**

Taylor Bros. Tobacco Co.
READING, PA.

SEND FOR CATALOGUE.
PITTSBURG MIRROR & M'F'G. CO.
MANUFACTURERS OF
TOILET MIRROR NOVELTIES.



MIRROR ADVERTISING SPECIALTIES.
PLATE GLASS MIRRORS
Easel Stands, Antique Copper Finish, Tilting Mirrors

	Style 56	Style 57	Style 58	Style 59
Mirror	6 inch.	7 inch.	8 inch.	9 inch.
With Ads. Per 100	$65.00	$85.00	$105.00	$125.00

SUBJECT TO DISCOUNT.
We make Novelty Mirrors for Advertisers, Scheme Purposes Dry Goods and Department Stores, Drug Sundries, Etc. Opening Souvenirs.
518-520 Seventh Ave., PITTSBURG, PA.

weed and Mr. Salesman must be lively to faithfully cater to the ever increasing wants of humanity in their line. The coming year's business promises to be good and so the average salesman, after a good rest at holiday time, can start off with a light and expectant heart. He'll get there.

THE SOUVENIR SEASON.

In conformity with past custom many of the leaf houses and cigar manufacturers have been generously remembering their customers and friends by making them presents of appropriate souvenir gifts. The giftsrange from handsome calendars to paper weights and card cases and are excellent advertising media, too. The Tobacco World is the recipient of so many of these welcome reminders that it cannot acknowledge them separately, but takes this means of returning its thanks for all.

What He Smoked.

"What kind of tobacco do you smoke, Rivers?" asked the friend who had dropped in.

Rivers hesitated a moment.

"As a rule," said Brooks, coming to his relief, "he smokes cut plug, except when I run out of it and happen to have some other kind in my desk."

M. L. Herzog & Co. Move.

M. L. Herzog & Co., the well-known packers and importers of Turkish tobacco, of New York, have removed their offices from 61 Broadway to 278 Pearl street.

It Doesn't Pay.

The Canadian Druggist has the following "don'ts," headed.

"It Doesn't Pay

"To engage in business that you are unfamiliar with and that you will have to secure a knowledge of by dearly bought experience.

"To attempt to do a large business upon a small margin with a small capital.

"To attempt to do business if you are unable to calculate risks, losses and expenses likely to be incurred.

"To spend your time and money in ventures in which chance is calculated to bring a return.

"To use all your capital immediately in the commencement of any business enterprise.

"To be over zealous in anything except your own business.

"To use or permit the use of "caustic" remarks to your customers.

"To slight the youngest child which comes to you as a business messenger.

STILL ANOTHER IMPROVEMENT!!!

PARMENTER'S WAX-LINED CIGAR POCKETS CAN NOW BE HAD IN ROLLS OF **250**.

A FINELY FINISHED BRASS RETAINER FOR COUNTER USE **F-R-E-E** WITH EACH INITIAL ORDER OF TEN THOUSAND POCKETS.

Retainer Patented August 12, 1902.

RACINE PAPER GOODS CO.
Sole Owners and Manufacturers,
RACINE, WISCONSIN, U. S. A.

They are gracious to the nerves-

ALL HAVANA FILLER

Just the thing for the business man who enjoys the constant companionship of a good cigar.
So closely related to the costliest Havana cigars (being filled with the light, mild, leaf from same plant,) they are characteristically the same.
Pleasant in taste, sweet in aroma, filled with the mildest type of Havana leaf- Florodoras are gracious to the nerves.

The rich can pay more – but can't get better

"FLORODORA" Bands are of same value as Tags from "STAR," "HORSESHOE," "SPEARHEAD," "STANDARD NAVY," "OLD PEACH AND HONEY" and "J. T." Tobacco.

The Keystone Cheroot Company, Ltd.
GEORGIA GEMS CHEROOTS
Three for Five Cents

BEN ROY Cigarros
Five for Five Cents

MINUETTE Cigarros
Ten for Ten Cents

ITABA CROOKS CIGARS
Three for Five Cents

Main Office, Hanover, Pa.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880.

LIBERMAN'S LATEST SUCTION MACHINE

Adopted by the Leading Manufacturers.

This is the simplest and most practical tool yet introduced in connection with cigar making. The cutting rollers are so equipped with interior springs that they only produce enough pressure to cut the leaf, thus maintaining a sharp edge on the die, and assuring a perfect, clean cut, superior to hand-work. The circumference of the cutting roller being greater than the length of the die, makes tearing or streaking of the wrapper impossible. Then, after the leaf has been cut, a slight depression with the right foot pedal will lower the die even with the table, thus making a perfectly smooth and rigid surface, enabling the operator to roll with the full palm of the hand, instead of pushing the cigar along with the finger tips.

Changing of the die to any shape or from right to left, or the reverse, is a very simple matter on this table, and can be done within two minutes time.

These points of merit, coupled with others not mentioned, have won for this table the high standard of excellence maintained to-day, a fact that cannot conscientiously be claimed by any of its competitors.

We stand ready to prove our statement, and all we ask is the opportunity. We think it will pay you to investigate.

Palm Rolling Essential to Hand-Work.

THE LIBERMAN MANUFACTURING COMPANY

223--5--7 S. Fifth St., Philadelphia, Pa.

Hannibal Hamlin

High Grade

Seed and Havana Cigar.

Celebrated Everywhere. None Better.

Different from all. Have you noticed it?

Made in All Sizes, at Popular Prices.

If you do not know the goods, we solicit correspondence.

La Buta Cigar Co.

Makers,

YORK, PENNA.

New Orleans. San Francisco.

CIGAR LABELS

American Lithographic Co.

NEW YORK.

Chicago. Cincinnati.

F. W. Dohrmann [Estab'd 1873] Theo. S. Dohrmann.

F. W. Dohrmann & Son,

Packers of **Cigar Tobacco** — Packing Houses: Covington, O. / Gettysburg, O. — Zimmer Spanish Ohio Seed Leaf, Little Dutch.

Redryers of **Burley Tobacco** — Redrying House: Cincinnati, O. — Bright Grades and Cigarette Wrappers a Specialty.

Samples forwarded on application.

Office & Warehouse. **11 and 13 Vine Street, CINCINNATI, O.**

CIGAR MOLDS

We offer you the *Best Vertical Top Cigar Molds* at lowest price.
Full line of *Cigarmakers' Supplies.*
Branding Machines a Specialty.

The American Cigar Mold Co.

Nos. 121---123 W. Front Street,

CINCINNATI, OHIO.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

A LARGE VARIETY OF CIGAR LABELS ALWAYS IN STOCK

KRUEGER & BRAUN

LITHOGRAPHERS AND PRINTERS. Samples furnished on application. 322-326 East 23d St. NEW YORK.

NEW BRANDS Constantly ADDED

"To be slow in waiting on any customers, young or old, rich or poor, black or white.

To leave to employes the seeing and serving of all customers, many of whom may want to deal directly with the proprietor.

"To acquire the habit of making promises which you unintentionally neglect to keep.

"To use inferior stock intended for the manufacture of soap, no matter what the temptation in price may be.

"To change your staff of assistants any oftener than can possibly be helped, if they are capable and trustworthy."

History Repeats Itself.

"My husband is just too mean for anything:"

There were tears in the eyes of the young wife as she said the words, but as it was into her mother's confiding ears she poured her tale of woe her grief was hidden from the world at large.

"He, he"—this was not laughter, but sobs—"used to be cheated dreadful when he bought his cigars, paying $5 and $6 a box for them, and here, when I saw some lovely large ones at Lacy's for $1.19 a box, with a picture of a beautiful Spanish girl in the loveliest mantilla, on the lid, I bought ten boxes for him as a Christmas present, and he, he"—here she sobbed again—"told me after looking them over coldly that he was going to swear off smoking New Year's!"

"Never mind, dear, said the mother, soothingly, "it is just like a man. I bought cigars, oh, a real bargain, for your father once, and he told me the same story. After I had given them to the washerwoman's husband he started to smoke again, too!"

But just then a woman passed the window wearing a handsome fur coat, and in debating as to whether it was a genuine Persian lamb or a $19.19 imitation, their mutual misery over male perversity was forgotten.

The duties and taxes collected upon tobacco during the fiscal year ended June 30th, 1902, amounted to $70,563,580.14.

A Winning Proposition

That is what you will find in the

HES-RA

The Latest and Best

Egyptian Cigarettes

on the market. Made in three grades, and sold for 10, 15, and 20 cents per package of ten.

M. G. Hollis & Co.

Manufacturers,

READING, PA.

Barnesville Cigar Co.

W. H. BARLOW, Proprietor, *Barnesville, Ohio,*

MAKER OF

High Grade Stogies

Long and Short Filler.

SPECIAL BRANDS TO ORDER.

COUNTRY CLUB, RUSTIC, BLUE POINTS, CRYSTAL, EUREKA, PRIVATE STOCK, TRIUMPH, OLD JUDGE, CHERRY RIPE

Jobbing Trade solicited. Write for Samples.

FRAZIER M. DOLBEER. G. F. SECOR, Special.

F. C. Linde, Hamilton & Co.

Original New York Seed Leaf Tobacco Inspection

ESTABLISHED 1864

Tobacco Inspectors, Warehousemen & Weighers

Branches in all the Principal Cities and Tobacco Districts.

Prompt attention given to Sampling in city or country. Insurance effected at lowest rates. Automatic Fire Alarm Attachments.

First-Class Free and Bonded Warehouses, with Elevators

FREE STORES: 178 & 180 Pearl St., 63 & 64 South St., 91 & 93 Pine St

BONDED STORES: 182, 186, 188 and 257 Pearl street.

Principal Office: 182 Pearl Street, New York.

Inspection Branches—Lancaster, Pa.: H. R. Trost, 15 E. Lemon st.; George Forrest, 150 E. Lemon st. Hartford, Conn.: James McCormick, 150 State st. Baldwinsville, N. Y.; R. F. Thorn. Elmira, N. Y.: Louis A. Mutchler. Cincinnati, O.: H. Hales, 9 Front st. Dayton, O.: H. C. W. Grosse, 233 Warren st., and H. Hales, Pease and Germantown sts. Edgerton, Wis: A. H. Clarke.

I. H. WEAVER

Packer of

Leaf Tobacco

241 & 243 N. Prince St.

Lancaster, Pa.

Fancy Selected B's and Tops a Specialty

We are always prepared to meet the demands of the Most Careful Buyers. Long Distance 'Phone.

HAVE YOU SEEN OR SMOKED

Mexican Special Stogies?

Made of Fine Cigar Stock——Packed in 50's——Cedar Boxes

ORIGINAL WHEELING STOGIE CIGAR WORKS

A. J. Seamon,

Maker, **Moundsville, W. Va.**

Jobbers, Write for Samples.

Mt. Carmel Cigar Manufact'g Co.

Manufacturers of Fine Havana and Domestic **Cigars**

Hand Made Cigars a specialty. Distributors wanted. **MT. CARMEL, PA.**

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Tobacco Inspectors, Warehousemen & Weighers

Sampling in All Sections of the Country Receives Prompt Attention.

Finest Bonded Storage Warehouse in America, Perfectly New, Eight Stories High, **84--85 South St., New York**

First-Class Free Storage Warehouses:

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Inspection Branches.—Thos. B. Earle, Edgerton, Wis.; Frank V. Miller, 206 North Queen street, Lancaster, Pa.; Henry F. Fenstermacher, Reading, Pa., Daniel M. Heeter, Dayton, O.; John H. Hax, Baldwinsville, N. Y.; Leonard L. Grotta, 1015 Main street, Hartford, and Warehouse Point, Conn.; James L. Day, Hatfield, Mass.; Jerome S. Billington, Corning, N. Y.

TOBACCO TRADE DIRECTORY and REFERENCE BOOK

—1902—

A Useful and Handy Volume for Your Desk, if you are

A Cigar Manufacturer,

A Tobacco Manufacturer,

A Jobber in Cigars or Tobacco,

A Broker,

A Cigar Box Manufacturer,

or are in any other way identified with the Leaf, the Cigar or the Tobacco Trade of the United States.

The LISTS of Cigar Manufacturers, Tobacco Manufacturers and Leaf Tobacco Dealers of Pennsylvania, of the Wholesale Dealers and Jobbers of the United States (including Wholesale Cigar and Tobacco, Grocery, Drug, Liquor and Confectionery Dealers), of the Cigar Box Manufacturers of the United States, and of Specialty and Supply Houses, are

COMPLETE and TRUSTWORTHY

Price, $1.10, Postage Prepaid.

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Give the Baby a Name

Register Your New Brands With The Tobacco World

Where they will be seen by the entire trade. The most complete and exhaustive list of Cigar, Little Cigar, Cigarette, Tobacco and the like Trade Marks in existence is on file in the Registration Bureau of The Tobacco World. Remember that if names and designs originating with yourself (who most probably have no list of the many thousands of names already in use) are found to be not available, The Tobacco World is at all times prepared to submit a large number of names out of which you may make a selection.

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SENSIBLE SUGGESTIONS,
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G. A. Kohler & Co.

Wholesale Manufacturers of

Daily Capacity, 100,000 to 125,000 Factories:

Cigars

YORK and YOE, PA.

Leading Manufacturers in the East.

Five Cent Goods Unequaled for the Money.

Doctored the Meter.

A Philadelphia daily had the following, anent a tobacconist, in its December 26th issue:

Thrifty householders who have tried devious plans to cut down their gas bills by tampering with the meter would better take warning from the fate of James M. Pfleiger, a cigar dealer at 2001 North Eleventh street. Charged with "fixing" the busy meter in his cellar, he was arrested yesterday on complaint of the United Gas Improvement Company, and is now languishing in jail, awaiting trial in default of $600 bail.

The arrest of a person for tampering with a meter is an unusual one, and there are those who say that, if every one who tries to fix the dial hands so they wouldn't go round so fast were arrested, Moyamensing would be filled and the courts would be clogged.

Officers of the gas company said, at the hearing before Magistrate Kochersperger, yesterday, that the meter in Pfleiger's cellar never seemed to work properly, and, although it was changed four times, the cigar man's bills never grew beyond a certain size. Early this week an inspector was sent to the place to take the meter out. Pfleiger was away, and his wife opposed his entering the cellar during her husband's absence. The gas man, however, had his orders, so he went ahead and removed the register, despite the woman's remonstrances. He found a wire cleverly inserted in the dial to keep the hands from turning, although it did not obstruct the flow of gas. The device was not only a clever one, it was a simple one as well, and Pfleiger found it to work so well that he instructed some of his neighbors in the new and easy method of saving gas bills.

The act under which Pfleiger was arrested was passed by the Legislature in 1895 for the protection of gas companies. It makes the offence of tampering with their property, such as meters, pipes or connections, a misdemeanor punishable by a fine or imprisonment.

—A military band in Missouri advertises for a cigarmaker who is a snare-drummer.

BUSINESS CHANGES, FIRES, Etc.

District of Columbia.

Washington—Frank J. Melton, cigars and tobacco, bill of sale to H. A. King, Jr., $500.

Illinois.

Chicago—E J. Dalton & Co., cigars, succeeded by E. T. Kirby.——Levi A. Strohm, cigars, etc., sold out.

Decatur—Harris Bros., cigars, etc., succeeded by R. T. Harris.

Galesburg—Piatt & Tozler, cigars, etc., succeeded by D. V. Piatt.

Nauvoo—Myron & Datin, cigar manufacturers, sold out.

Mason City—J. T. Barton & Co., cigar manufacturers, succeeded by W. C. Rodebaugh.

Indiana.

Indianapolis—George N. Joss, wholesale and retail cigars and tobacco, canceled realty mortgage, $700.——Ben. D. Thartel, cigar manufact'r, sued for $200.

Syracuse—Milton Noe, cigars, chattel mortgage, $100.

Iowa.

Des Moines—Callihan & Hamplon, cigars, bill of sale, $850.

Massachusetts.

Boston—Jas. J. McNamee, cigars, etc., chattel mortgage, $500.

Spzingfield—Harry K. Davis, cigars, chattel mortgage, $500.

Worcester—L. A. Banoit, cigars, etc., chattel mortgage, $550, discharged.

Michigan.

Detroit—Wm. Rhodehouse, tobacco, etc., chattel mortgage, $200.

Missouri.

St. Louis—Charles M. Lewis Cigar Co. incorporated; capital stock, $2,000.——Sidi Leon Turkish Tobacco Co. incorporated; capital stock, $10,000.

Nebraska.

Schuyler—Estate of A. Becker, cigar manufacturer, sold out to Geo. Harzke,

New York.

Albany—Patrick Mahar, cigars, dead.

New York City—C. R. Sundberg, of C. R. Sundberg & Co., cigar manufacturers, dead.——Meibis Tobacco Co., cigarette manufacturers, petition in bankruptcy.

Ohio.

Spencerville—Benedum & Sisler, cigars, tobacco, etc., sold out.

Toledo—T. J. Cogan, cigars and tobacco, chattel mortgage, $1,800.

Pennsylvania.

Erie—H. B. Phillips, cigars and tobacco, sold out to M. A. Phillips.

Reading—James W. Yocum, of Yocum Bros., cigar manufacturers, dead.

Washington.

Spokane—C. A. Mammers, cigars, etc., sold out to Henry Wellenhaupt.

Wisconsin.

Janesville—Fathers & Buchholz, cigars succeeded by H. Greeley Sloan.

Edgerton—H. Wesendonk, cigar manufacturer, warranty deed, $300.

Milwaukee—Fred. Dotze, cigar manufacturer, realty mortgage, $900.

JACOB A. MAYER & BROS.

Office, YORK, PA.

Manufacturers of the

"Edvard Grieg"

THE BEST FIVE CENT CIGAR.

A. F. HOSTETTER,

Manufacturer of

High-Grade Domestic Cigars

HANOVER, PA.

"STAGE FAVORITE," a 5-cent Leader, known for Superiority of Quality.

Established 1870 Factory No. 79

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Manufacturers of

Fine Havana Cigars

And Packers of

LEAF TOBACCO

Wrightsville, Pa.

Best Workmanship The Lowest Price

H. W. HEFFENER

Steam Cigar Box Manufacturer

DEALER IN

Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Cor. Howard & Boundary Avenues

YORK, PA.

INLAND CITY CIGAR BOX CO.

Manufacturers of

Cigar Boxes AND Shipping Cases

Dealers in

Labels, Ribbons, Edgings, etc.

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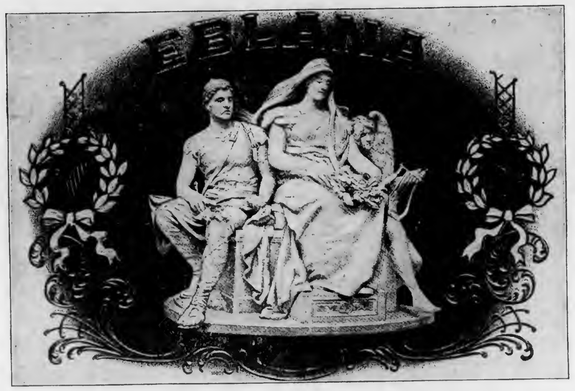
Capacity, One Million per Month.

CORRESPONDENCE WITH THE JOBBING TRADE SOLICITED.

The Best Union-Made 5c. Cigars in the Market

Union Made
All Sizes



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All Sizes

M. Steppacher, Reading, Pa.

A Popular Leader for Many Years.

MANUFACTURED ONLY BY

George W. Lehr, Reading, Pa.

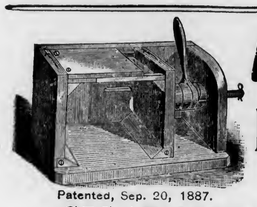
E. E. Kahler,
328 to 332 Buttonwood Street,
Reading, Pa.
Manufacturer of High Grade
Seed and Havana
CIGARS
Correspondence solicited with the Wholesale and Jobbing Trade.

Equivalent Cigar Factory,
M. E. PLYMIRE, Proprietor,
Wholesale Manufacturer of *Loganville, Pa.*
Cigars Strictly High-Grade Five Cents
Finest lines of Two for Five Cents
Correspondence with Wholesale and Jobbing Trade only invited.

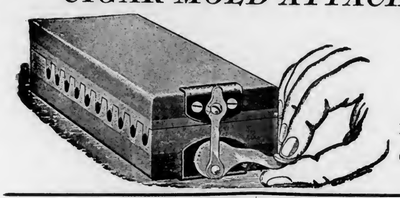
H. F. KOHLER,
Wholesale Manufacturer of *Nashville, Pa.*
FINE CIGARS
'Happy Jim' FIVE-CENT CIGAR
Is as fine as can be produced.
Correspondence, with Wholesale and Jobbing Trade only, solicited.

A. KOHLER & CO.
Manufacturers of Fine Cigars
DALLASTOWN, PA.
Capacity, 75,000 per day. Established 1876.

Special Brands made to order. JOHN E. OLP, Telephone Connection.
Manufacturer of
Fine Havana & Seed Cigars
JACOBUS, PA.


Patented, Sep. 20, 1887.

A. THALHEIMER & SON,
DEALERS IN
Box and Cigar Manufacturers' Supplies
Patentees and Manufacturers of Knock-Down Cigar Boxes
AND
CIGAR MOLD ATTACHMENT or Shaper Press



Office, 141--143 Cedar Street,
WAREHOUSES:
150-152 Cedar St. and 220-226 Poplar St.,
READING, PA.
Box and Cigar Factories Fully Equipped at short notice
Complete Working Models—Mold and Attachment—Sent by Express, East of Pittsburg, $1.50; West of Pittsburg, $2.

The History of A Box of Cigars.

It was three years ago when I first met those cigars. The top of the box was covered with gold to such an extent that I thought at first that a gold mine must have tumbled on it. The seals were very impressive. Sample open boxes in the window showed a beautiful display of orange colored ribbon. The salesman smiled a seductive welcome from within. There were fifty in a box. The price was 95 cents I was practising economy at the time and figured out that 50 cigars would last me fifty days. On the other hand, I could save 95 cents in a week and a half by walking up and down town. The elevated cars, I argued to myself, were too crowded and pedestrianism had ever been a hobby of mine. I bought the cigars.

I thought I would begin saving carfare next day. It is a good thing to begin a day right. So I took the elevated that night and fortunately got a seat. Here I refreshed myself, as is my wont, by reading the light society verse appearing on the advertisements. My box of regalias slipped from my lap and I put them behind me for safety.

Buried in some profound thoughts, which I have forgotten now, the train very nearly carried me past 104th street. I jumped out just in time. And then I remembered that I had forgotten those cigars. I stood there helpless. Here I was losing 95 cents and was unable to prevent it. My box of cigars was being carried away from me. Perhaps at that very moment profane hands were clutching them. I took the next train downtown and filed a claim on the company. I also stood on my rights as a citizen and made them reimburse me for my carfare back uptown.

Two days passed. My cigars were still missing. The clerks at the lost property office came to look upon my presence as a personal affront to them. I threatened to bring suit and take the case to the Supreme Court of the United States, if necessary. I quoted from the Constitution that stirring passage about the pursuit of happiness. How can a man pursue happiness if a souless elevated railroad carries off his cigars as fast as he can buy them?

One day when I went to the lost property office one of the clerks was smoking. I sniffed critically. The aroma smelled much as my cigars might have smelled. I immediately wrote a sharp letter to the management representing that from a pecuniary point of view I was unable to buy cigars for their whole clerical staff. I concluded by begging to enclose my bill for 95 cents. They answered by begging to return it. I came very near deciding never to ride on an elevated train again.

The next night I was walking from the trolley to my house, disconsolate with my loss, when a stranger tapped me on the shoulder.

"Pardon me," he said politely, "but did you lose a box of—er"—

"Cigars?" I prompted eagerly.

"Cigars?" he repeated, dubiously. "Well, all right, just for the sake of argument. Did you lose a box of cigars on the 'L' last week?"

"I did," I replied.

"Thank Heaven, I've found you," he said with a deep sigh of relief. "Sir, it was the first time in an otherwise blameless career, and I have been deeply punished, deeply punished. I am glad I found you. Here they are. Good night."

"Wait a minute," I said detainingly, "won't you have one on me?"

His pale emaciated face glistened weirdly in the gaslight as he shivered an incoherent but unmistakeable

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

BEAR BROS.
Manufacturers of
Fine Cigars
ZION'S VIEW, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
OUR SPECIALTIES: THE BEAR BRAND; THE CUB BRAND

La Imperial Cigar Factory

J. F. SECHRIST,
Proprietor,
Maker of HOLTZ, PA.
High-Grade Domestic Cigars
Leaders: YORK NICK, BOSTON BEAUTIES, OAK MOUNTAIN, PORTO RICO WAVES
Capacity, 25,000 per day.
Prompt Shipments guaranteed.

A. S. & A. B. GROFF,
Packers of
Penna. Seed Leaf Tobacco
East Petersburg, Pa.

G. W. A. Hankey Tobacco Co.
Packers of and dealers in
Foreign and Domestic Leaf Tobacco
591 West Mason Avenue,
YORK.

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Brands:
CUBAN EXPORT
NEW ARRIVAL
LANCASTER BELLE
JERSEY CHARTER
BIG HIT CASTELLO
SLATER'S BIG STOGIES
ROYAL BLUE LINE
GOOD POINTS
CYCLONE CAPITOL
BROWNIES
BLENDED SMOKE
GOLD NUGGETS
BOSS STOGIES

—ESTABLISHED 1866—

JOHN SLATER & CO.

MAKERS OF Lancaster, Pa.

Slater's Stogies

Long Filler, Hand-Made and Mold Stogies

SOLD EVERYWHERE

JOHN SLATER, Washington, Pa.

JOHN SLATER & CO. Lancaster, Pa.

Mr. Wholesaler and Mr. Retailer, both of you like to hear the musical jingle of the nimble dollar. It will give you the quickest kind of a quick-step if you invest a few in MOGUL Cigarettes. They are the quick sellers in the cigarette line, thus hurrying the dollars your way. Is the hint broad enough?

Ten for 15c.

Plain and Cork Tip.

MENNO M. FRY

Packer of and Dealer in

LEAF TOBACCO

Cor. Grant and Christian Sts.,

Lancaster, Pa.

For the Wholesale Trade Only.

WALTER S. BARE

Leaf Tobacco

FINE CONNECTICUT LEAF

A Specialty

201 and 203 North Duke St.,

LANCASTER, PA.

A. SONNEMAN & SON,

Wholesale Dealer and Jobber in All Grades of

Domestic and Imported **Leaf Tobacco**

YORK, PENNA.

refusal. "I have given up smoking," he said, in conclusion. "Good night."

I proudly took home my box of cigars. Life was sweet to me again. After all, there was virtue left in the world despite all that had ever been said to the contrary. I cut the string and opened the parcel.

The gold design on the box filled the room with a warm radiance. I opened the box. First the lid, then the yellow paper. Then the imitation lace paper. Then the white paper. Then the tissue paper. Then the tinfoil. And, behold! My cigars. One of them had been partly smoked, but the unused part had been carefully put back in the box. Evidently the stranger had become stricken with remorse while in the middle of the cigar. I envied that man the strength of mind that had enabled his better self to gain the mastery right in the midst of enjoyment, and moralizing thus upon the ever interesting triumph of mind over matter, I sank into my easy chair, lit a match, comfortably stretched forth my legs and lit the cigar.

It is a scandalous fact that the food served in some restaurants is far from wholesome. The first puff of that cigar reminded me of this fact. A little matter of pickles, eaten the day before, came particularly to my mind. I shuddered as I thought of those reprehensible pickles. The simple thought of them completely upset me. I wiped the clammy perspiration that was standing out on my forehead I swallowed with extreme difficulty I felt bilious. The room seemed to be tinged with a greenish yellow.

I took a second puff on my cigar. Ugh! Again those pickles I shuddered violently. I had an incipient chill. Articles of furniture in my room, theretofore, considered stable, floated around me. I seemed to be sitting in some strange place with my head in the clouds and my feet in an ice pit. I did not feel like smoking any more that evening. In fact, I decided that I wouldn't feel like smoking for some time to come. I therefore carefully wrapped up the box and sent it to my old chum out in Pennsylvania. That was three years ago.

Last Thursday I was sitting in my room when Mrs. Brown, my landlady, brought in a small parcel addressed to me, on which she had paid $1.25 express charges. I wondered what kind friend had thus unexpectedly rememberrd me. I reimbursed Mrs. Brown for her advance and carefully cut the string. It was a box of cigars.

The top of the box was so resplendent with gold that it seemed to me a gold mine must have been spilled on it. Where had I met that box before? I opened it. First the lid. Then the yellow paper, the imitation lace paper, the white paper, the tissue paper and the tinfoil. A wealth of orange colored ribbon met my sight. Three cigars seemed to be missing. A great light flooded my intelligence. To make sure, I lit one of the cigars. My mind immediately reverted to pickles. That was enough.

A careful man always looks ahead. I am wondering to whom I shall give those cigars next Christmas.—N. Y. Evening Sun.

Provisions of the proposed treaty with Cuba are a reduction of 5 per cent. in all tariff schedules for Cuba and reductions of 20, 25, 30 and 40 per cent. on American goods. The rates fixed are to be preferential of each party to the convention as against all other countries. The treaty is to go into effect ten days after its ratification by both countries.

Cigars at four cents apiece and three for a dime have lately attracted a big trade in New York.

Smoke It Cheroots

Are the only Sumatra Wrapped Cheroots on the market selling at retail

3 for 5 cents

Excellent combination filler, and wrapped in foil. Made only by

M. Kleinberg,

219 North 2d Street, Phila.

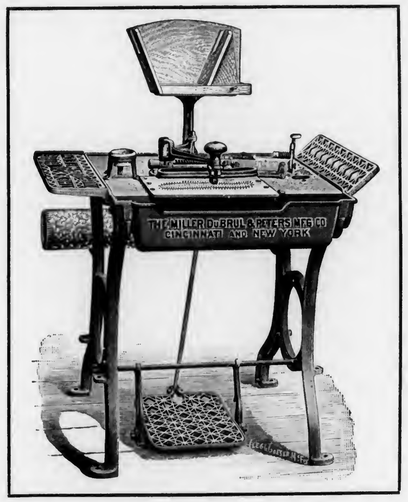
THE MILLER DUBRUL PETERS MFG CO TRADE MARK

THE TOOL AND THE HAND

By use of the DuBrul Dieless Suction Table and the hand of the operator you get a perfect cigar, and a perfect cigar is what we are looking for.

The imperfections of a machine made cigar are many and glaring.

A machine could make a passable cigar if every bunch were like every other bunch. Such is not the case, but the machine goes on working just as if it were, and no wrapper really and faithfully follows the lines of the bunch; consequently, we have loose wrappers, pockets, false heads, and a cigar whose wrapper shrivels up and makes what would otherwise be recognized as a fine smoke look like a twofer.



The human hand is the only machine that can properly roll and wrap a cigar.

The hand of the operator with a wrapper cut and held stretched on a DuBrul Dieless Suction Table makes a cigar which comes as near perfection as anything produced by human effort can be.

The Dieless Table has come to stay. It will most certainly supplant all other tables.

It cuts a better wrapper than a table fitted with dies and rollers could possibly cut. It doesn't get out of order and require constant attention and repair. It leaves the table open and flat for the operator to work upon, with no dies or other makeshift in the way. Palm work comes natural instead of finger work, as is the case when dies are used.

This table is so simple in action, and its working parts are so few and easily understood and kept in good shape, that operators are glad to use it; they won't use any other if they can help it.

To further progress, we should like to see some way to improve this table, but how it can be improved we must admit is altogether too much for us.

There are a multitude of reasons why this table is needed by you, and a line from you will bring the reasons from us.

If you must use a Die Table, you ought to use the best of that sort. We make it, and we can show it to you at our offices.

Ask for booklet W. S., when writing to us.

THE MILLER, DUBRUL & PETERS MFG. CO.

507-519 E. Pearl Street CINCINNATI, OHIO

1 Madison Avenue NEW YORK CITY

10

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Packer of and Dealer in **Leaf Tobacco**

Main Office, MILLERSVILLE, Pa.

Lancaster Office, 110-112 W. Walnut St.

United 'Phones—
No. 931—A, Millersville.
No. 1803, Lancaster.

E. RENNINGER,

MANUFACTURER OF

High and Medium Grade **CIGARS**

DENVER, PA.

STRICTLY UNION-MADE GOODS

D. B. FLINCHBAUGH

MANUFACTURER OF **FINE CIGARS**

For Wholesale and the Jobbing Trade

Special Brands made to Order.
A Trial Order Solicited.
Sumatra Wrapped and Long Filler Goods a Specialty.

RED LION, PA.

RALPH STAUFFER,

MANUFACTURER OF

High and Medium Grades of **UNION-MADE CIGARS**

For the Wholesale and Jobbing Trade only

CORRESPONDENCE SOLICITED. **AKRON, PA.**

LITHOGRAPHING · METAL EMBOSSED LABELS · METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

No. 238 ARCH ST PHILA.

TELEPHONE 1561

SPECIAL DESIGNS · ENGRAVING · EMBOSSING

M. H. Clark & Bro

Cable Address, "CLARK."

Leaf Tobacco Brokers,

HOPKINSVILLE, KY.
PADUCAH, KY.

Clarksville, Tenn.

ALBERT FRIES HAROLD H. FRIES

FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *

WORLD-RENOWNED

Spanish Betuns,

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors;

Sweeteners, etc.

Sample Free The Most Popular Flavors Since 1855. ☞ Please write for them

Guaranteed to be the Strongest, Cheapest, and Best

Imports of Cigars and Leaf Tobacco

FROM HAVANA

Per steamers Esperanza and Morro Castle

CIGARS.	cases.
Park & Tilford, New York	64
Havana Tobacco Co., New York	63
B. Wasserman Co., New York	45
Acker, Merrall & Condit, New York	43
G. S. Nicholas, New York	31
S. S. Pierce Co., Boston	24
Grommes & Ulrich, Chicago	14
M. A. Gunst & Co., San Francisco	10
Duncan & Moorhead, Philadelphia	8
M. Blaskower & Co., San Francisco	5
G. W. Faber, New York	5
Waldorf-Astoria Segar Co., New York	5
Robert E. Lane, New York	4
Calixto Lopez & Co., New York	4
Morten & Co., New York	4
Chapin & Gore, Chicago	4
Sprague, Warner & Co., Chicago	4
D. Osborn & Co., Newark, N. J.	4
S. Bachman & Co., San Francisco	3
Lilienfeld Bros. & Co , Chicago	3
Upmann & Wilcox, Chicago	2
G. D. Widener, Philadelphia	2
E. Regensburg & Sons, New York	2
Hiram Walker & Sons, Detroit	2
H. Straus Cigar Co., Cincinnati	2
The Weideman Co., Cleveland	2
L. G. Deschler, Indianapolis	1
C. B. Perkins & Co., Boston	1
H. E. Berwind, New York	1
G. R. Dyer, New York	1
C. F. Judson, New York	1
W. A. Stickney Cigar Co.,St. Louis	1
G. W. Cochran & Co., Philadelphia	1
Robert Steel, Philadelphia	1
J. Wagner & Son, Philadelphia	1
British Embassy, Washington, D. C	1
Total	369
Previously imported	9.921
Imported since Jan. 1, 1902,	10,290

LEAF TOBACCO	bale.
Hart & Murphy, St. Paul	430
J. Cohen New York	291
Egerton & Joel, Boston	250
Lichtenstein Bros., New York	235
A. Pazos & Co., New York	118
American Cigar Co., New York	112
Greenhall Bros., New York	108
S. Rossin & Sons, New York	100
L. Blumenstiel & Co., New York	90
Rothschild & Bro., New York	85
E. M. Schwarz & Co., New York	66
E. A. Kuttnauer, Minneapolis	65
J. Bernheim & Son, New York	51
C. Vogt's Sons, New York	45
S. L. Goldberg & Sons, New York	41
Hinsdale Smith & Co., New York	40
Hamburger Bros. & Co., New York	36
A. Moller & Co., New York	36
I. Bijur & Son, New York	27
K. Straus & Co., Philadelphia	25
B. Castellano, New York	20
E. Regensburg & Sons, New York	20
S. Ruppin, New York	18
Sartorious & Co., New York	16
F. Schulzs' Sons, New York	15
C de Arango, Cleveland	13
Loeb-Nunez Havana Co., Philadelphia	11
Calixto Lopez & Co., New York	9
Lopez-Graut Co., New York	9
Order	5
J. Diaz, Philadelphia	3
Total	2,390
Previously reported	125,041
Imported since Jan. 1, 1902	127,431

New Badge for Treasury Agents.

Special Treasury Agents now carry with them a badge of office which will admit of no possible mistake as to their identity. It is in the form of a card-case, and is made of heavy leather, with the insignia of the Treasury Department on the outside. Printed on the inside is a certification of the bearer's appointment as a Special Agent of the Treasury, his term of office, and the date at which it expires, all of which is signed by Secretary Shaw of the Treasury. To complete the identification the name of the Special Agent is printed in bold type and his photograph appears in one corner. The Special Treasury Agents have complained on various occasions that they could not satisfactorily establish their identity by means of their badges alone. The new badges will remove all doubt on that score. The only Treasury officials who will carry them are the Special Agents.

Women, Wine and Snuff.

Give me women, wine and snuff,
Until I cry out, "Hold, enough!"
You may do so sans objection
'Till the day of resurrection;
For, bless my beard, they aye shall be
My beloved trinity.—JOHN KEATS.

L. E. Ryder,

Wholesale Manufacturer of

Cigars

Lancaster, Pa.

The Best Possible Goods for the Least Possible Money.

JACOB MAYER,

Packer and Dealer in **Leaf Tobacco**

Lancaster, Pa.

JAMES PRANGLEY, Jr.,

First Class Stock Companies Only. **Fire Insurance** Insurance on Tobacco & Cigars a Specialty.

27 E. Orange St., Lancaster, Pa.

Manufacturers Pass Resolutions

At Reading, Pa., on Death of J. W. Yocum.—Trade News.

Reading, Pa., Dec. 26, 1902.

Samuel D. Dibert presided at a meeting of representatives of the cigar and tobacco manufacturers held at the Board of Trade room here for the purpose of taking suitable action upon the death of James W. Yocum, of Yocum Bros. Julius G. Hansen was made secretary. In assuming the chair, Mr. Dibert referred in a few earnest words to the sad occasion which had brought them together. He said that he had known Mr. Yocum for a number of years and that he had always found him an earnest, straightforward and thoroughly honest man in all his dealings. Mr. Yocum, he said, was an exemplary citizen, whose loss the community would feel. Faithful to every trust, kind and benevolent in his intercourse with his friends, he had won the confidence and respect of all who knew him. It was fitting and appropriate that his associates in business should meet together to give expression to the sense of loss sustained, and Mr. Dibert said he was ready to entertain such motion as any member might have to offer. Upon motion of George W. Lehr, the president was authorized to appoint a committee of five to prepare suitable resolutions expressive of the sentiment of those present. The chair named, Messrs. George W. Lehr, W. W. Stewart, E. E Kahler, Charles Fleck and Frank C. Greene. The committee prepared resolutions which refer to the removal by death of their "highly esteemed associate and friend, thereby terminating the business and social relations that existed between him and us for many years," and declare that "in the course of a long business career in Reading extending over a period of seventeen years, the members of the cigar and tobacco industry have ever found him to be a man of undoubted integrity, a manufacturer of unusual enterprise and a citizen of great public spirit, who constantly encouraged local enterprises and advocated the greatest good to the largest number, thereby winning for himself the highest regard of all who came to know him." It was resolved that they "deeply mourn the decease of James W. Yocum and desire in this public manner to express our appreciation of his noble character;" that they, "tender to the family of the deceased our deepest sympathy in the hour of their greatest affliction," and that as a further mark of respect they attend the funeral in a body; also that the resolutions be engrossed and presented to the family. Addresses eulogistic of the life and character of deceased were made by George W. Lehr, E. E. Kahler, W. W. Stewart, Charles Maers, J. G. Spatz, Keyser Fry, Charles Brenciser and Julius G. Hansen. The resolutions were unanimously adopted. The funeral of Mr. Yocum, took place at 1 p. m. last Saturday. Interment was at Charles Evans Cemetary. The cigar manufacturers of Reading attended the funeral in a body. There was a large turnout.

Collector Frederick W. Cranston is making his annual inspection of cigar and tobacco factories in this district, comprising Berks and Lehigh counties. He expects the cigar output to be much heavier than last year, as a number of new factories have been opened in this city, and all have been unusally busy the past five months. There are 295 cigar factories and 30 tobacco manufacturies in the district.

John G. Spatz & Co., were the first in this district to have their inventory made. The firm had a busy season and will be closed until Jan. 1st, when operations will be resumed. Their output will reach at least six million cigars for the year, which is a handsome gain over the business of 1901.

Quite a number of factories are closed until after Jan. 1st.

Cigar dealers here dispensed with the usual practice of giving out card cases, etc. as Christmas gifts to their patrons, but distributed Havana cigars instead.

Charles Fox has opened a new cigar factory. His bond in the sum of $500 was approved by Collector Cranston. Another tobacco factory was opened in Allentown by Andrew B. Graber who filed a bond in $2,000. He will make up smoking and chewing tobacco for the jobbing trade.

M. M. Ruth, the cigar manufacturer has placed a new brand on the market called "Our Chief," the label of which bears a handsome portrait of Chief Miller of the Fire Department.

William Snyder, cigar manufacturer, is busy on nickel goods. There is quite a demand for his Snyder's Special. He enjoys a large business through the coal region.

Francis D. Smith, formerly engaged in the cigar manufacturing business at 705 North Ninth street, has received an appointment on Mayor Yeager's police force.

At a meeting of the Cigarmakers' Union, the use of the union label was granted to Goldsmith & Keller.

Walter B. Hostetter. B. F. Able.

HOSTETTER & ABLE,

Wholesalers and Retailers of **Leaf Tobacco**

SHADE GROWN SUMATRA in Bales

Phones { York, No. 130. / Bell, No. 1873. } 12 S. George St., YORK, PA.

JOHN D. SKILES,

Successor to SKILES & FREY

PACKER OF AND WHOLESALE DEALER IN **Leaf Tobacco**

59 and 61 North Duke Street,

LANCASTER, PA.

C. W. Smith A. H. Sondheimer

SONDHEIMER & SMITH,

Packers of and Dealers in **Leaf Tobacco**

330 North Christian St.

Selected B's and Good Tops Our Specialty. LANCASTER, PA.

J. L. & M. F. GREENE,

PACKING HOUSES: Janesville, Milton, Albany, } Wis.

PACKERS OF LEAF TOBACCO

TELEPHONE · JANESVILLE WIS.

STORAGE CAPACITY 10,000 CASES

Reading, Pa.

Telephone call, 432-B.

Office and Warehouse,

Florin, Pa.

Located on Main Line of Pennsylvania R. R.

E. L. Nissley & Co. Growers and Packers of

Fine Cigar Leaf Tobacco

Fine B's and Tops our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. P. O. Box 96.

B. S. TAYLOR---YOE, PA.

Manufacturer of a Large and Exclusive Line of

Fine Nickel Goods

and a variety of

Medium Grade Cigars

Sold to the Wholesale and Jobbing Trade.

Some of Our Brands:

"Arctic Hero," "Delia," "Plantation," "Good Will," "Flor de Heynema"

☞ Samples to Responsible Houses. ☜

MUTILATED PAGE

J. H. STILES . . . Leaf Tobacco . . . YORK, PA.

P. L. Leaman & Co.
Packers and Dealers in LEAF TOBACCO
145 North Market Street,
Lancaster, Pa.

J. E. SHERTS & CO.

Manufacturers of
High-Grade
Seed and Havana
CIGARS
Lancaster, Pa.

R. E. JACOBY
Wholesale Manufacturer of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.

STRICTLY UNIFORM QUALITY GUARANTEED.
Correspondence with Wholesale and Jobbing Trade only invited.

F. E. Eberly,
Manufacturer of
High-Grade
Union Made CIGARS
Stevens, Pa.

A. C. FREY, Red Lion, Pa.
MANUFACTURER OF
FINE CIGARS,
Our "LA CABEZA" 5-Cent Cigar
Is a Profit Bringing Leader. Private brands made to order. Correspondence with wholesale and jobbing trade solicited.

Mamie Taylor
CIGARS
are an American product of rare excellence. They retail at Five Cents, and afford the dealers a good profit.
Manufactured by
A. W. ZUG,
East Petersburg, Pa.
Sold to wholesale and jobbing trade only.
Quality Recommends my goods.

Mount Joy Cigar Co.
Mount Joy, Pa.
Wholesale Manufacturers of
Seed and Havana Cigars
Made exclusively from the
BEST OLD RESWEATED Cigar Leaf
Samples free to responsible houses
Write for prices.

Forty members residing in the vicinity of Mohnsville, Berks county, who are employed at the union factories at that place, withdrew there membership cards from the local union to join their own union, recently started at Mohnsville.

At Yocum Bros. cigar factory a number of presentations took place the day before Christmas. John Henry, foreman of the factory, was presented with a couch. Charles Yocum, assistant, received a smoking jacket. Lee Hertzel, of the stripping department, received a Morris chair and William Guard, the stock-keeper a fine rocker. The presents were given by employes.

Hollis & Co., who recently opened a cigar factory here, have built up a large trade. Their working force has been increased and duplicate orders are rapidly coming in.

M. Steppacher is well pleased with the business of the last year. He expects to increase his product next year. He regards the trade outlook as very bright and already has orders on hand for next year.

A Lull in York Business.

Tobacco People Take a Short Holiday Rest Ere the 1903 Campaign.

York, December 29, 1902.

There is very little to record in the York leaf tobacco market this week. As is usual at this season of the year, business is dull because most of the cigar manufacturers have suspended operations in order to give their employes a breathing spell during the holidays. The leaf tobacco dealers report few sales during the week, but all say they have had a very prosperous year and look forward to a still further volume of business during 1903.

Cigar manufacturers are exceedingly well pleased with the amount of business transacted during the year now closing. Nineteen hundred and two will go down as being one of the most successful ever known in the cigar making business. The output in York county was greater than ever before known and would have been still greater had the manufacturers been able to secure all the cigarmakers and other help they desired. The outlook for 1903 is very bright and rosy, and some of the most sanguine of the manufacturers anticipate a more prosperous year than during the past twelve months. Traveling salesmen, the most of whom are now taking a brief rest during the holidays, say they have no trouble to sell goods these days, and as soon as they resume their trips, some big orders are expected to be booked. During the year many of the cigar factories have been enlarged and will be better enabled to supply the demand for goods during next year. One of the most pleasing features of the trade, is that during the year there have been no failures or serious financial trouble among any of the leaf dealers or cigar manufacturers.

J. A. Mayer & Bro. made another big shipment of York county leaf tobacco to Lancaster last week. This firm has secured a big portion of the 1903 crop.

D E. Woodmansee, a prominent cigar manufacturer of Spring Grove, has recovered from a serious illness of typhoid fever. He was confined to his room over seven weeks. Mr. Woodmansee reports having had a prosperous year, and also having a large number of orders on hand.

Young & Buser, David Boyer, Charles Seiker, and other retail tobacconists in this city, report having had a prosperous trade during the holiday season. All of them had many novelties for smokers and tobacco users. All of the stores in York were handsomely decorated and on Chrismas day egg-nog was served to the patrons as a Christmas treat.

H. F. Kohler, of Nashville, manufacturer of the Happy Jim cigar, reports a very prosperous year. He has built up a large trade in the west and prior to the holidays made some very large shipments. He has sufficient orders on his books to keep his factory in operation for several months in the new year. Mr. Kohler recently lost a valuable thoroughbred Scotch collie dog, which he prized highly.

V. R. Welsh & Son, cigar manufacturers of this city, had one of the most attractive displays of fine cigars ever seen in York during the Christmas holidays. This firm manufacturers The Colonial, Perfecto and Panatella, cigars, which are regarded by many smokers as being among the very best made in York county. Last week the firm made big shipments of their celebrated brands to Atlantic City, Boston, Philadelphia and Arlena, Kas.

Several Red Lion cigar manufacturers are on the verge of being drawn into a legal controversy through an attempted infringement of the late novelty in packing cigars, for which a patent has been applied for by H. A. Strobeck and Fred. Smith. A few weeks ago they applied for a patent for a triangular design into cigar shape. It is said that evidence has been secured that another manufacturer in Red Lion has modeled a packing device similar to that which Strobeck and Smith hold sole control and operate. The latter will not take any legal steps unless the manufacturer persists in infringing upon their rights.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Sales continue to be reported. One after another of the Massachusetts growers yields to the packer and parts with his crop at what seems to be very low figures. Probably a better crop hasn't been grown in the last twenty-five years. But no matter about its quality or the fact that every sprig of it is wanted, there is scarcity of leaf in the market, and that the output of cigars is hundreds of millions greater than ever before known. Yet, for all this, they act as though afraid to ask what would be a reasonable price. If one has a poor lot, why, then, sell it as you would a scabby sheep! Well, there seems little use to say anything about the condition of the market. They are bound to sell.

Our correspondents write:

Conway: "I have a few sales to report this week. Mr. Charles F. Allis and A. R Cronson sold about 1½ acres each at 10c; B. S. Graves & Sons sold 10 acres at 12c; Boyden Brothers, 10 acres at private terms, all in the bundle to Gheen of Philadelphia. I am sorry to hear of such good crops of tobacco being sold at such low prices. A few have not finished stripping yet."

South Deerfield: "Quite a number of lots of tobacco. Charles E. Williams & Son sold 9 acres at 14c; Riley Maynard, 7 acres, 13c; Francis Clapp, 6 acres, 14c; George Belden, 10 acres, 14c; P. Hayes, 10 acres, 12½c; Patrick Mehan, 12 acres at 12c, and three small crops at 12c. Several are to have their crops sorted and packed, while others will assort their own. W. W. Sanderson has opened his packing rooms with a large number of hands, and so has J. C. Decker."

Windsor: "Several sales have been made recently. The A. T. Company bought 12 acres of Esquire Halcomb; it is to be assorted at 27c through. I. Kirkbridge sold 9 acres at 23c in the bundle, and J. S. Shaw sold his 12 acres in a curious way, the different qualities at various prices. The light wrappers went at 45c, and other qualities so that the price amounts to some over 29c, assorted through. It is a very fine crop and runs largely to Boston lights."

Deerfield: Several sales of tobacco have been made: Among those who sold are Theodore Childs, William L. Harris and Harry Wells. The prices not reported."—American Cultivator.

BALDWINSVILLE, N.Y.

The market still remains quiet with no sales of either new or old ported. Many growers have taken down the new crop from the sheds and are now engaged in stripping. At the local warehouses everything is quiet with only a few small shipments occasionally made —Gazette.

EDGERTON, WIS.

The holiday season seldom brings much news in local tobacco markets and the present year is not an exception to the rule. Buyers have very generally been called off, while the packers are engaged in closing up their books for the year. The growers are the most busy people just at present preparing their crop for the market Casing weather early in the week gave them ample opportunity to take down the balance of their hanging tobacco and the work of stripping will now be pushed as an early delivery is most desired.

A few deliveries have been made in this market during the week and big receiving days are being arranged for early after the new year. The warehouses not now in operation are preparing to start up in all the packing points soon after the holidays, when the tobacco handling will be in full blast.

L. B. Carle & Son purchased 100cs of 1901 from a DeForest packer during the week.

Shipments, 1,246cs. —Reporter.

PATENTS RELATING to TOBACCO, Etc.

716,627 Tobacco stripping or stemming machine; Martin Deiller, Newark, N. J.

716,705 Cigarette or cigar box; Sam Goldfaden, Brooklyn, N. Y.

716,534 Rerolling mechanism for cigarette mouthpieces; Karl Harnisch, St. Petersburg, Russia, assignor to American Tobacco Company, New York city.

716,535 Cutting mechanism for forming projections on mouthpiece material; Karl Harnisch, St Petersburg, Russia, assignor to American Tobacco Company, New York city.

716,536 Cigarette tube; Karl Harnisch, St. Pettersburg, Russia, assignor to American Tobacco Company, New York city.

716,537 Machine for forming cigarette tubes; Karl Harnisch, St. Petersburg, Russia, assignor to American Tobacco Company, New York city.

716,713 Cigar stand; Thomas Hughes, Taunton, Mass.

716,449 Cigarette making machine; John Macdonald, Glasgow, Scotland.

716,646 Machine for drying tobacco filler; Henry Reber, New York city.

716,766 Machine for treating tobacco, yarn, etc.; Walter M. Schwartz, assignor to Philadelphia Textile Machinery Company, Philadelphia, Pa.

J. ABRAMOWITZ
Manufacturer of High Grade
EGYPTIAN CIGARETTES
74 Wooster Street
NEW YORK
Traveler–Cork Tips. **Planet**–Gold Tips
Planet–Plain Tips. **Planet**–Cork Tips

A. M. SHEPP,
Leaf Tobacco Broker
OFFICE,
Cor. Court St. & Newton Av.
York, Pa.

JACOB G. SHIRK,
40 W. Orange St., LANCASTER, PA.
Plug and Smoking Tobaccos
PLAIN SCRAP, SELECT BUTTS--Chew or Smoke,
KING DUKE 2½ oz.
Manufacturer of Lancaster Long Cut Tobacco
Our Leading Chewing and Smoking Brands:
LANCASTER LONG CUT KING DUKE GRANULATED
KING DUKE CUT PLUG SHIRK'S BEST TWIST
REBATE LONG CUT
Manufacturer of High-Grade Turkish & Egyptian Cigarettes.
P. S.—I manufacture all grades of PLUG, SMOKING and CIGARETTES to suit the world. Write for samples.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
248 S. Front St. and 115 Dock St.
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
SPECIAL SALES OF LEAF TOBACCO
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Green River Tobacco Co.
MAYSVILLE, KY.
Manufacturers of
Sweet Burley Plug Tobacco
Our Brands:
"NO JOKE"—2 x 4—4½ plugs to the pound.
"KENTUCKY DERBY"—2½ x 9—4 ozs., Lump.
"TWO FRIENDS"—3 x 12—14 ozs., Lump.
"SWEET GIRL" (Natural Leaf)—3 x 12—3½ plugs to the lb.
"KENTUCKY KERNEL" Twist—10's.
"JACK RABBIT" Scrap—2½ ozs.
Branch Office,
40 West Orange St., Lancaster, Pa.
Price Lists on Application

FOR SALE BY ALL DEALERS

MIXTURE
THE AMERICAN TOBACCO CO. NEW YO

MUTILATED PAGE

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobaccos
145 North Market Street
LANCASTER, PA.

E. B. STONER,
Packer of and Dealer in
PENNA. LEAF TOBACCO
Hellam, Pa.

Pouch Cigars—Three Hits—3 for 5 cents
Trimbuck—2 for 5 Cents
To Jobbers Only. Investor—5 Cents
Phares W. Fry, Lancaster, Pa.

Great Sire
A National Leader in
Five Cent Cigars
MADE BY
J. E. Hostetter,
Hanover, Pa.
Manufacturer of
High-Grade Union-Made Goods.

Special Designs
Engraving Embossing
H. S. Souder,
CIGAR LABELS,
PRIVATE DESIGNS a Specialty
CIGAR RIBBONS,
Souderton, Pa.
Metal Embossed Labels
TELEPHONE.
Metal Printed Labels

Embossed Cigar Bands
ARE ALL THE RAGE.
We have them in large variety. Send for samples.
William Steiner, Sons & Co.
LARGEST Lithographers, CHEAPEST
116 and 118 E. Fourteenth St., NEW YORK.

ADEN BUSER
Manufacturer of
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Trimming,
Cigars, Tobacco, etc.
Tilden, York Co., Pa.

Mid-Holiday Week in Lancaster

Quiet in Tobacco Circles—Sales of 1902 Crops—Trade Items.

Lancaster, Pa., Dec. 27, '02

The past week in tobacco circles was an extremely quiet one, only a moderate amount of business having been done.

The holiday rush with the manufacturers is now over and it is their custom to close down between Christmas and New Year. They will devote the intervening time to inventory-taking and get themselves in readiness to resume operations immediately after January 1st, since they have a sufficient number of back orders (which were delayed on account of the demand for holiday goods) to keep them busy for some time.

Some of the recent purchases of 1902 seedleaf are as follows: Jacob Dambach, 1 acre, at 7¾ and 2c; John Martzall, 4 acres, at 8 and 1c; Samuel Martzall, 2 acres, at 7½ and 1c; Henry Springer, 1 acre, at 8 and 2c; Amos Risser, 3 acres, at 8 and 2c; Addison Ditzler, 1½ acres, at 9 and 2c; John Harnish, 2 acres, at 9½ and 2c; Jacob Spangler, 2 acres, at 9½ and 2c; Benjamin Barr, 4 acres, at 10 and 5c; Jonas Douster, 2 acres, at 9½ and 2c; Clinton Rohrer, 2 acres, at 10c through; David Hinaman, 2 acres, at 8½ and 2c; William Witmer, 1 acre, at 10 and 2c; Benjamin Metzler, 1 acre, at 10 and 2c; Daniel Metzler, 3 acres at 10 and 2c.

The crop is being delivered to the warehouses pretty lively and will continue until all has been bought up.

John Brown, cigar dealer, died Saturday morning from lung trouble after an illness of ten days, aged fifty-one years. He was born in Germany, but came to this country with the rest of the family of his father, John Brown, when a lad of three years. For many years he was engaged in the cigar business. He is survived by his parents and five brothers and sisters.

Some of the visitors during the past week were: Mr. Loeb and S. S. Swartz, of the Loeb-Swartz Tobacco Company, Philadelphia, and Mr. Pretzfield, of Pretzfield & Co., New York.

R. K. Schnader & Sons
PACKERS OF AND DEALERS IN
Leaf :-: Tobacco
435 & 437 W. Grant St.
Lancaster, Pa.

Zero Weather in Wisconsin.

Has a Depressing Effect on the Tobacco Business—Northwest Gossip and News.

Janesville, Wis , Dec. 27, 1902.

The festivities common to the natal day of the World's greatest benefactor, and a spell of four days of zero weather, have put an effective embargo upon business in the 1902 crop. The same may be said of cured leaf, as sales have been confined to a few small lots. As little business is looked for after New Years, as several fair-sized lots are being closely looked after and figures thereon quoted. Thousands of acres of tobacco were taken down during the recent damp weather, but the holidays and cold weather have prevented much stripping. Deliveries will begin in about a week and then assorting will commence with a rush, as hundreds of assorters have been hired.

The local cigar makers and retailers enjoyed a good holiday business and are well sold out.

F. S. Baines, S. B. Heddles and L. B. Carle & Son are putting in new electric moters.

The warehouse of J. Friedman & Co. will be ready for occupancy about January 10.

Frisco Holiday Notes.

Business Brisk in Tobacco Circles and Prospects for a Fine 1903 Business.

San Francisco, Dec. 23. 1902.

Retail trade has increased with the cold weather and everybody is on the street. The lack of rain is causing some uneasiness in many lines of business and merchants in general would like to see a change.

H. Bier & Co. are making the La Lucinda, a clear Havana cigar, for G. M. Tiaffay, who is doing well with them, at his stand.

C. B. Tornas, for many years a traveling man on the Pacific coast, has made such a remarkable success, with his cigar store that he is refitting himself up a new place at 416 Market street. The new store is nearing completion and will be both modern and ingenious in its arrangement for the comfort of customers. One attractive departure is the cozy alcove built in one side of the store and arranged with settees to accommodate the people. The store will begin operations the first of January.

Jim Menasco is here from Los Angeles, introducing a new brand of cigars.

D. P. Carters' stand is getting the full benefit of its good location and is crowded from morning until night.

In the wholesale department of M. A. Gunst & Co. the force is getting in readiness for a rush of holi-

day trade at the eleventh hour. R. W. Bennett, who represents the company on the outskirts of the city, has found affairs in his district rather quiet recently. Mr. Blum en[illegible]hal, the traveling man who is still down the coast, is sending in big orders. M. G. Hoffman has finished his trip and is home for the holidays.

Goldberg, Bowen & Co., retail grocers, are so well pleased with their tobacco department that the main show window of their store is given up to an effective display of their choice brands of cigars. Mr. Hart, their outside man, has been kept on the inside to help out the cigar department of the Sutter street store.

The Klessinger cigar store which was established only a month ago, on Kearney street, is doing a flourishing business.

Gamble, of the Continental Tobacco Company, closed his big deal on the 6th of this month. Since then, except for the buying and selling of stocks, business has been practically closed for the holidays.

By to[illegible] year.

L. Jud[illegible] borrow of the next day H. Kahn, manufacturer, [illegible], wholesaler and manufacturer, men to [illegible] expects all of his traveling J. [illegible] home.

[illegible] Kahn, of J. Kahn & Co., few days [illegible]lers in cigars, will return in time in order to spend Christmas at home.

The tobacco department of Wellman, Peck & Co., wholesale grocers, is making special efforts with Samuel I. Davis & Co's. El Sidelo brand, which is meeting with complete success. C. E. Franks, representing this brand, leaves to-night for his home in Illinois.

Mr. Hector, formerly of Marysville, has bought out the store of S. Silliman, Oakland, Cal., and will refit the place entirely and conduct an attractive retail store.

A. Freidman has opened a very handsome stand on 14th street, Oakland, Cal.

A new cigar stand has just been completed at the corner of Kearney and California streets, San Francisco. The stand will be conducted under the name of the Pacific Cigar Company, S. Meyerson is the proprietor.

C. Eisenschimel, formerly with Michaltschke Bros. & Co. The stand is located in the open and is well has been fitted up at considerable expense in an up-to-date and attractive style. All brands of cigars will be handled. Mr. Eisenschimel expects to do a big business with slot machines. The store will cater largely to the bankers of the neighborhood.

The Gunst-Eakin Cigar Company, of Pennsylvania, recently incorporated in San Francisco, to do business in Honolulu, H. I., has now articles at the latter city show that the company was formed to engage in a general wholesale and retail business in cigars, tobacco and smokers' materials. The Territory of Hawaii at present the same. The Gunst-Eakin Company will deal in all goods handled by the M. A. Gunst Company, of San Francisco. The company will be located in the O'Neil building. Eakin is in charge of the Honolulu end of the business.

H. B. Rees has bought J. R. Candish's cigar store at Pendleton, Oregon.

J. R. Miller [illegible] store at Coulee City, Wash.

[illegible]amia has sold his cigar store at Spokane, Wash., to Mr. Wilson.

B. S. Jarrett, manager of the cigar department of the United Wholesale Grocery Company at Los Angeles, Cal., returned a few days ago from a tobacco purchasing trip to Havana, Cuba, where he spent two weeks buying fillers and wrappers, etc. The shipment was one of the largest importations of Havana tobacco ever shipped in bond into the Southwest.

Havana-American Co. vs. Louis F. Fromer.

The case of the Havana-American Company, as successor to the Ybor, Manrara Company, against Louis F. Fromer and others, which has been going on for the past four teen years, was up again before Judge Lacombe in the U. S. Circuit Court at New York, on December 22. Plaintiff, which manufactures the Principe de Gales cigar, is suing the defendant to restrain the use by him of the words Prince of Wales, alleging that the latter is an infringement of its title. The decision by Judge Lacombe on December 22, was upon a motion by the plaintiff to serve a supplemental bill of complaint. In denying the motion the Court said: "The many changes of ownership have already so complicated the case, and necessitated such voluminous pleadings that the convenience of all parties and of the court will be best conserved by a discontinuance of this suit and the beginning of another, which can be presented more simply. Although there has been much delay, the court is averse to dismissing the bill on that ground, as it might unfairly prejudice complainant in future litigation. Presumably denial of petition to file supplemental bill will induce an application for discontinuance which may be granted on payment of costs."

Frank F. Reed and Junius Parker, for complainant; Wise & Lichtenstein, for defendant, Louis F. Fromer.

Match It, if you [illegible]

"Match-It"
are the finest product [illegible] on the marke[illegible]
The ORIGINAL and O[illegible]
Sumatra Wrapped Cheroot, Packages of Five—Wrapped [illegible]
Manufactured by
The Manchester Cigar [illegible]
BALTIMORE, MD[illegible]
THEY ARE ON SALE EVERY[illegible]
F. B. ROBERTSON,
Factory Representative for Pennsylvania

HOLIDAY GOODS & ADVERTISING NOVELTIES
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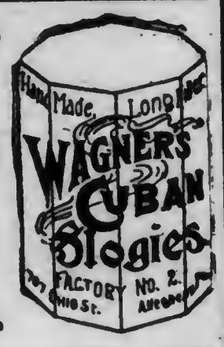

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